

PACIFIC PULP *and* PAPER INDUSTRY

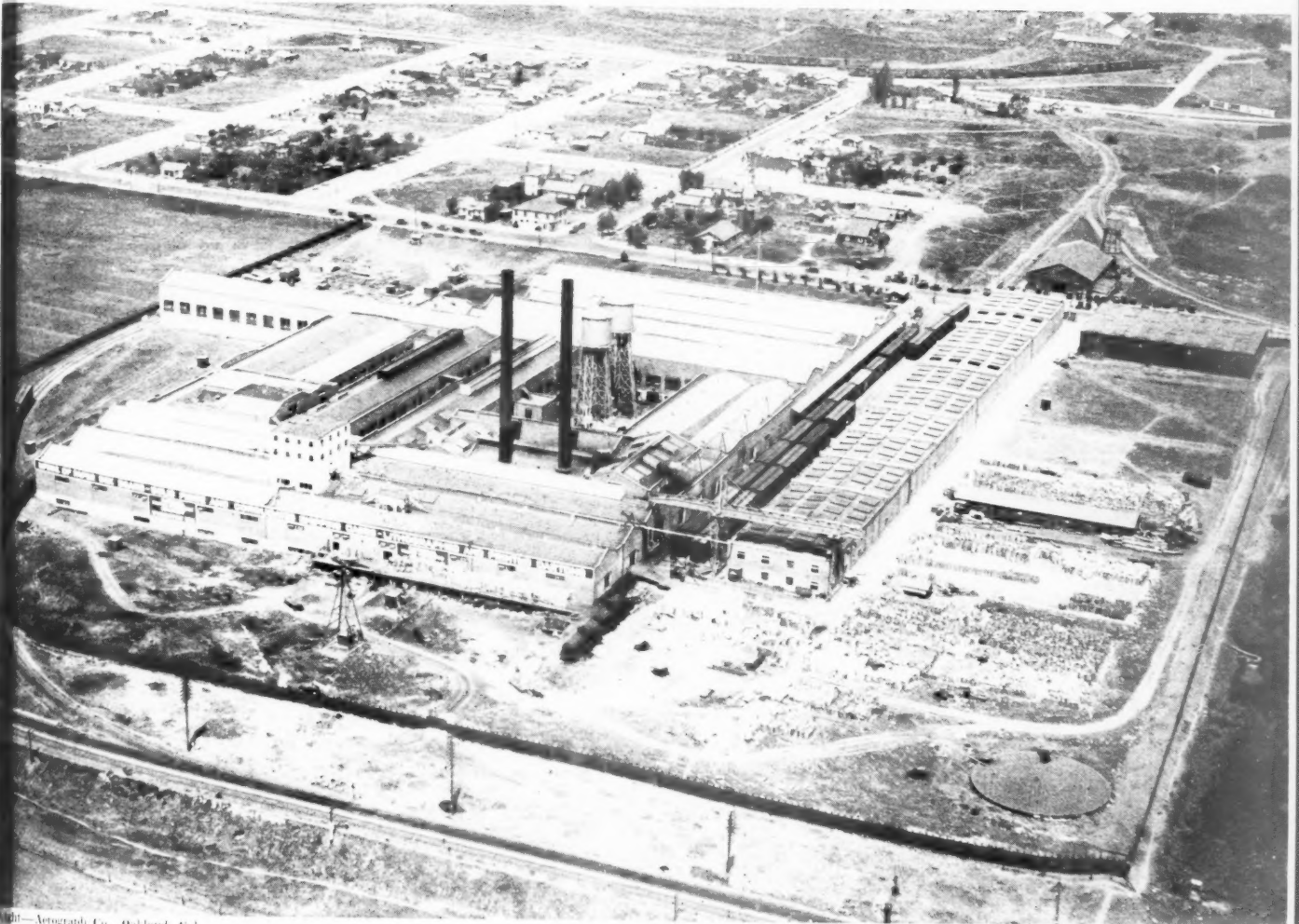
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JUL 24 1929

Volume 3
Number 8

JULY, 1929

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STOCKTON, CALIFORNIA

Here the Fibreboard Products, Inc., operates a complete board mill
and container plant.

Phot.—Aerograph Co., Oakland, Cal.

PERKINS-GOODWIN COMPANY

Established 1846

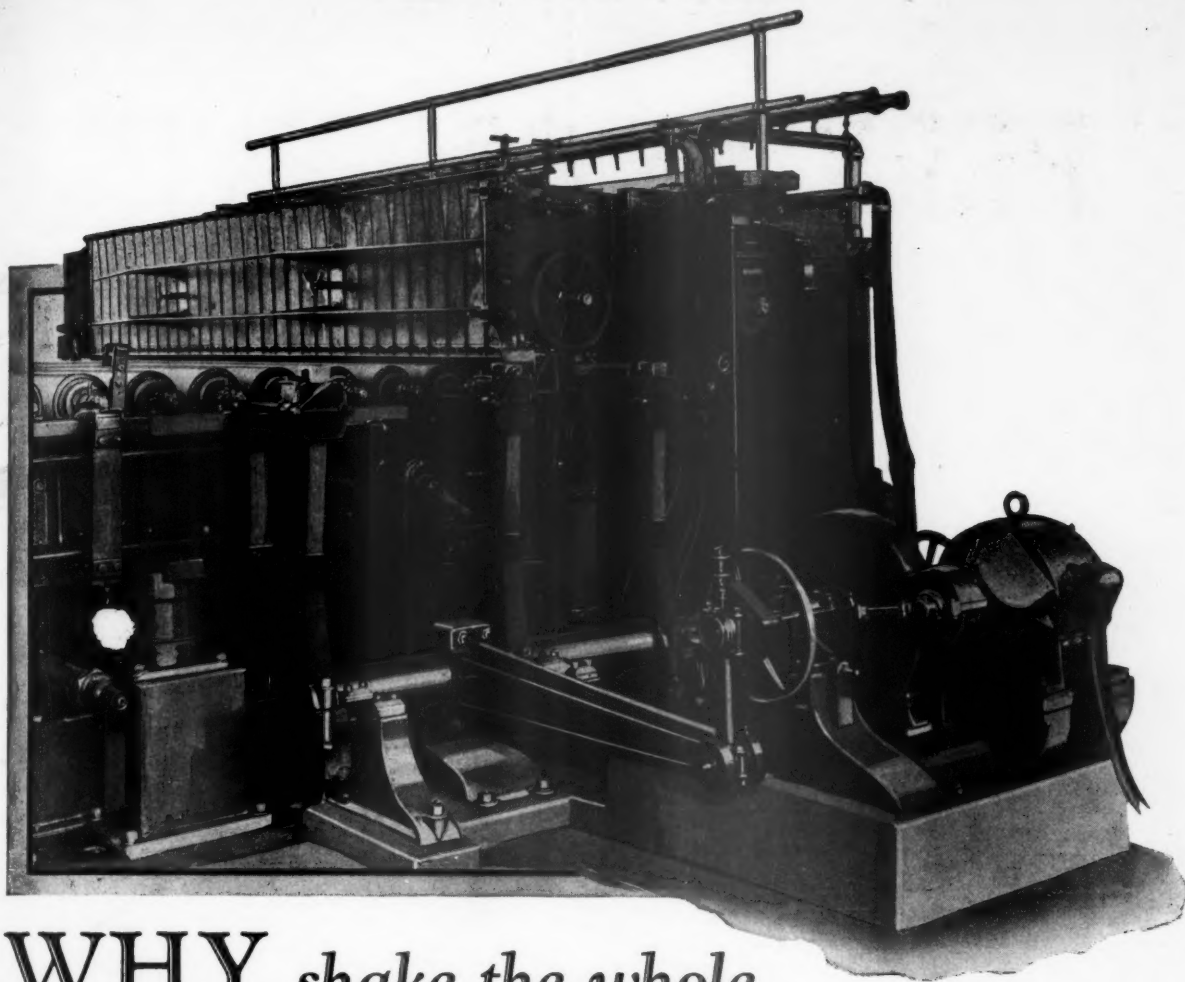
551 FIFTH AVENUE, NEW YORK



AGENTS FOR
PULP-PAPER
MILLS



SOLE SELLING-AGENTS
FOR
SPAULDING PULP & PAPER CO.
NEWBERG, OREGON



WHY shake the whole Fourdrinier End, Side Frames and All?

The Aldrich High-Speed Shake eliminates the necessity of shaking the whole Fourdrinier. By means of an improved shake mounting, the table rolls and table rails are the only parts that shake. The weight of the shaking parts is thus reduced to less than half. On a 160-inch machine there is about five tons less to vibrate. It saves power. It saves wear and tear on the machine. And it makes it possible to shake twice as fast as formerly, to shake the wire 400 shakes per minute against 175-200 shakes possible on old-type shakes.

The shake is adjustable while running, its speed being controlled by a direct variable speed motor. The pitch of the wire can be increased or decreased above or below level, as desired, while machine is running.

The complete Beloit Unit — the Removable Fourdrinier and the Adjustable and Variable Aldrich High-Speed Shake — makes an installation that is perfectly co-ordinated and modern in every detail.

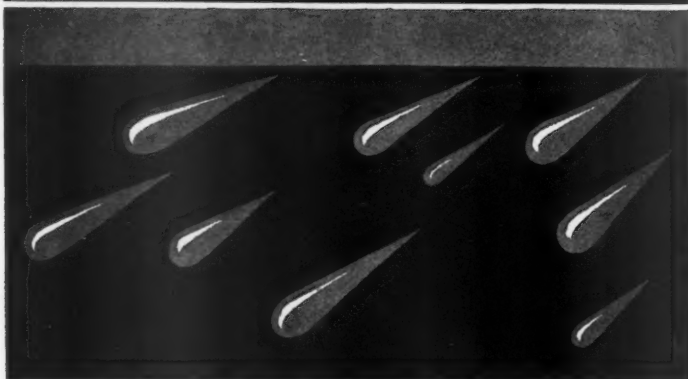
The BELOIT way is the MODERN way
BELOIT IRON WORKS, BELOIT, WIS., U.S.A.

The BELOIT

**Other
Beloit Products**
Cutters
Cylinder Machines
Drives for Paper
Machines
Winders and Slitters
Removable
Fourdriniers
Aldrich Patented
High-Speed Shakes
Pasting Machines
Stuff Pumps
Reels
Oilless Dryer Fittings
Yankee Machines
Rebuilding and Repairs



When writing to BELOIT IRON WORKS please mention PACIFIC PULP AND PAPER INDUSTRY



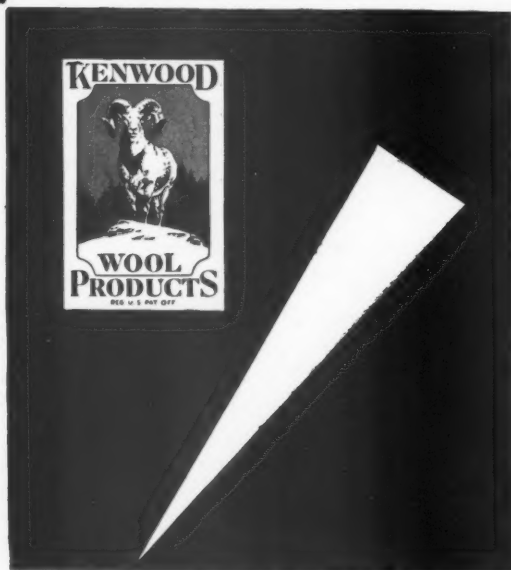
**WATER REMOVAL
AT LOWER COST
PER TON ▲ ▲ ▲ ▲**

**THE RESULT OF
PROGRESSIVE,
SCIENTIFIC DE-
VELOPMENT IN
KENWOOD FELTS**

Kenwood pioneered the one sided board felt. The same research service developed the Kenwood Tanning processes that have increased felt efficiency so tremendously.

Now, the new Kenwood in Top, Bottom and Press Felts introduces added advantages and felt economies. By a new method of yarn construction, which neither increases weight nor bulk, there is at once produced—greater strength, increased openness, improved finish and longer life.

Combined with the Kenwood Tanning processes, this new development marks the greatest forward step in board making felt economy in a decade.

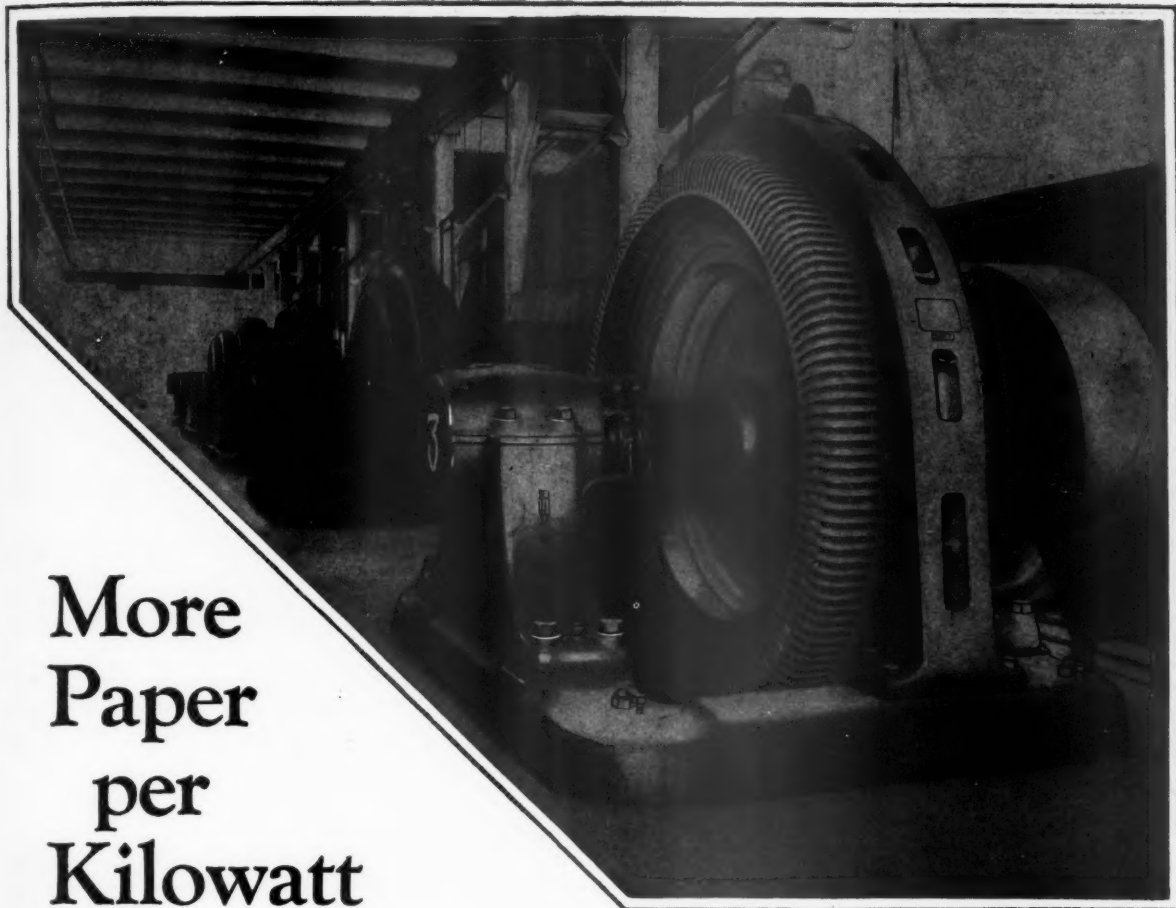


F. C. HUYCK & SONS

KENWOOD MILLS, ALBANY, NEW YORK

KENWOOD MILLS LTD., ARNPRIOR, ONTARIO, CANADA

KENWOOD FELTS



More
Paper
per
Kilowatt

with G-E Synchronous Motors

High efficiency? By all means. Every paper manufacturer wants that.

And to high efficiency add the ability to improve power-factor—with the resulting economy—and it is easy to understand why G-E synchronous motors are ideal for driving pulp grinders, Jordans, refiners, pumps, beaters, and screens, and in motor-generator sets for paper machine drives.

Why G-E synchronous motors? Because

General Electric is best equipped to supply good synchronous motors; in fact has supplied 300,000-hp. for the operation of pulp grinders alone and thousands of horsepower for driving other paper-mill machinery.

As a result, General Electric has acquired a wealth of experience which is incorporated in the design, manufacture, and application of *better* synchronous motors.



Motorized Power
—fitted to every need

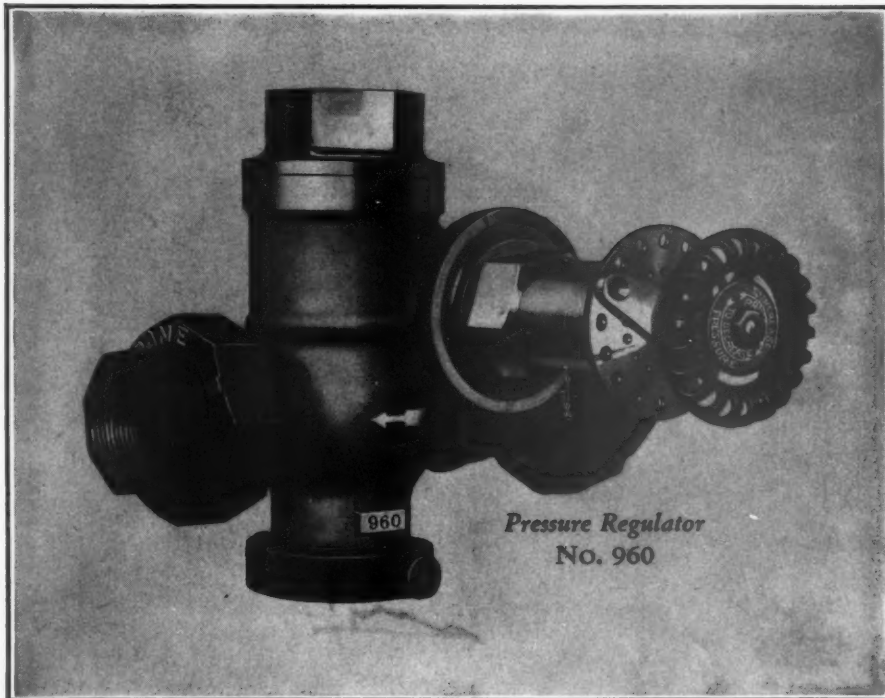
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JOIN US IN THE GENERAL ELECTRIC HOUR, BROADCAST EVERY SATURDAY AT 8 P.M., E.S.T. ON A NATION-WIDE N.B.C. CHAIN

GENERAL ELECTRIC

GENERAL ELECTRIC COMPANY, SCHENECTADY, N. Y., SALES OFFICES IN PRINCIPAL CITIES

150 Pounds Pressure  CRANE VALVES  2500 Pounds Pressure



On the principle that a penny saved is a penny earned, the Crane Pressure Regulator No. 960 is a money making machine of real worth

Air is free but compressed air isn't

Money literally saved from air has made a substantial addition to the net profit total of numerous efficiently equipped industrial plants.

For air compressed into power is costly; and to take it from the lines at a high pressure for use at lower pressure is an economic waste.

Thus, the installation of a good pressure regulator, to cut pressures to

needs, results in a substantial reduction of operating costs.

To economize on air, water, steam, gas, or power in any form, consult the Crane Engineering Advisory Service. The experienced piping engineers who make up this service will give you information on valves, fittings, and steam specialties adapted to the needs of your plant, and help you plan the layout.

CRANE

GENERAL OFFICES: CRANE BUILDING, 836 S. MICHIGAN AVENUE, CHICAGO
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When writing to CRANE CO. please mention PACIFIC PULP & PAPER INDUSTRY



For Unusual Pumping Jobs
BLACK-CLAWSON STUFF PUMPS

As Outstanding in Performance as in Appearance

A Black-Clawson Pump costs a little more, 'tis true—but who will in seriousness weigh a trifle more on the purchase price against the extra measure of performance the pump will give and the extra years it will serve?

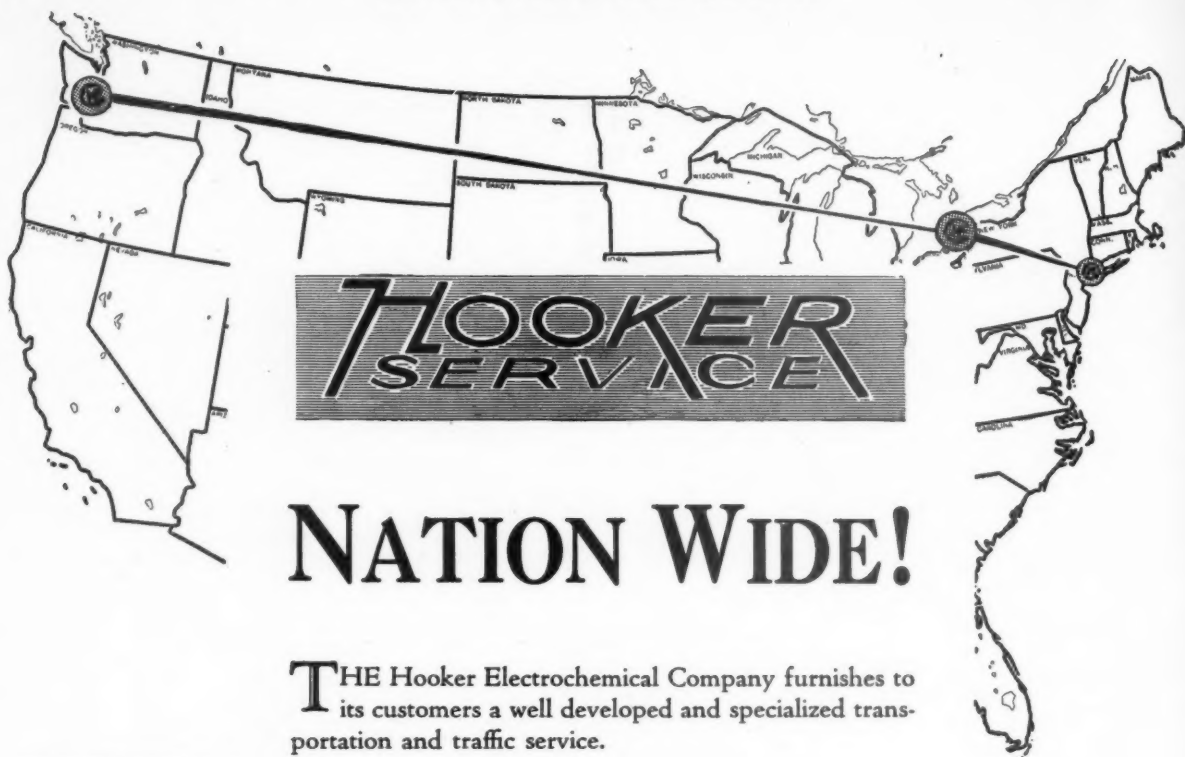
Better designed, more accurately machined, heavier, and capable of pumping feats no other pump can match.

Inquire of mills that use
BLACK-CLAWSON PUMPS

The BLACK-CLAWSON CO., - - Hamilton, Ohio

Export Office—15 Park Row, New York City

Operating Shartle Bros. Machine Co., Middletown, Ohio



NATION WIDE!

THE Hooker Electrochemical Company furnishes to its customers a well developed and specialized transportation and traffic service.

HOOKER PRODUCTS:

Caustic Soda
Liquid Chlorine
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Muriatic Acid
Monochlorobenzene
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Benzoic Acid
Benzoyl Chloride
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Our plants are strategically placed to serve the markets of the United States and the world with favorable transportation rates and reliable delivery. The Eastern plant at Niagara Falls, New York, is easily accessible to all trunk lines and connections and to the New York State Barge Canal. Our Western plant at Tacoma, Washington, has deep-water ocean shipping facilities, in addition to service over the local and trunk lines.

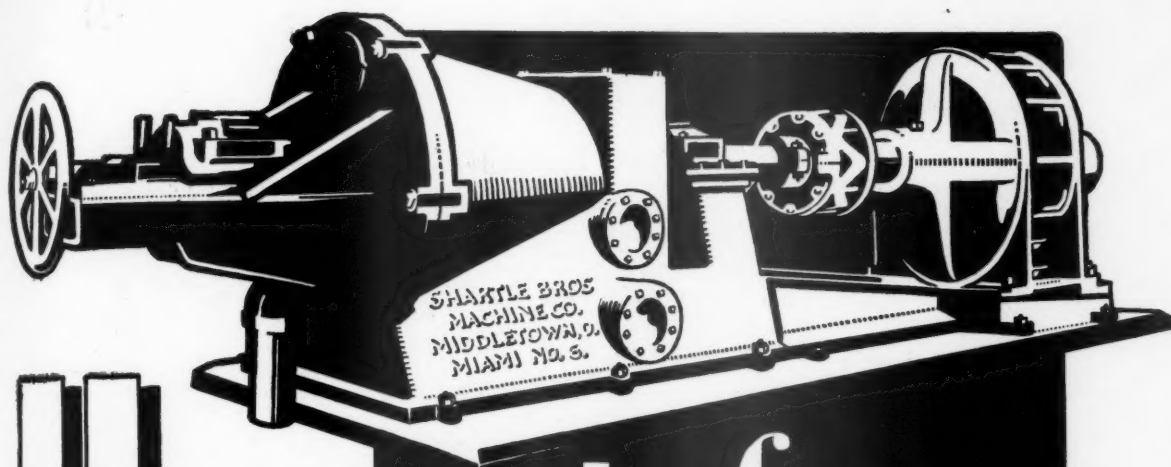
Our policy of carrying ample stocks of each product enables us to ship promptly.

We study routings, avoid delays, and reduce to the minimum the transit time of shipments to customers. When urgent, we ride cars through to destination.

Our traffic experts are actively working with current detailed information to keep our customers served with the best possible freight rates. We welcome every opportunity to assist in their traffic problems.



When writing to HOOKER ELECTROCHEMICAL CO., please mention PACIFIC PULP AND PAPER INDUSTRY



Here are the facts— be your own judge

Here are the Facts. Be your own Judge. The Miami No. 6 jordan embodies the soundness of design and construction one naturally expects of the world's largest builders of paper mill machinery. Every feature is backed by experience and thoroughly tested in practice.

Check these points of Miami design with what you know about other jordan and be your own judge.

One-piece body construction.

Center to center distance of bearings with new fillings 7'-4½".

Projected bearing area 483 sq. in.

Shaft diameter 6½" forged steel.

Bandless plugs at no additional cost.

Steel forged nose at small end of plug, preventing broken lugs.

Thrust screw applied directly to center of shaft.

Timken bearings mounted direct on shaft.

Plugs can be removed without disturbing bearings.

Side inlet.

Machined to jigs.

Plug statically and dynamically balanced.

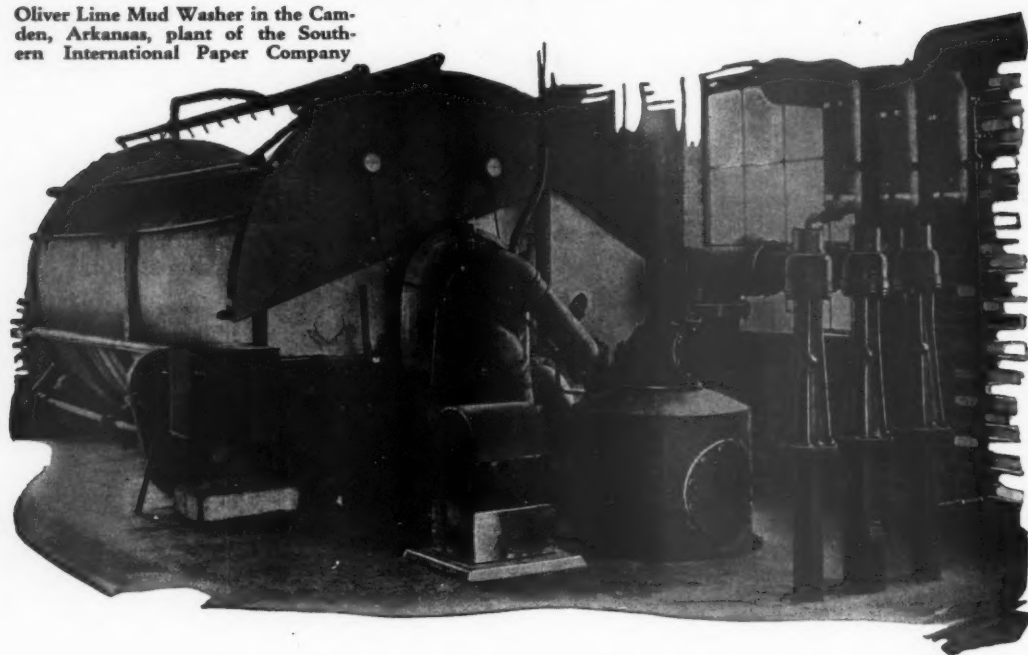
Try this test: Put a vibograph on a Miami, note the absence of vibration—then make the same test on any other jordan.

SHARTLE BROTHERS

DIVISION OF THE BLACK-CLAWSON COMPANY



Oliver Lime Mud Washer in the Camden, Arkansas, plant of the Southern International Paper Company



Oliver Lime Mud Treatment

- ... maximum alkali recovery
- ... minimum wash water
- ... maximum concentration of cook liquor
- ... lime suitable for re-burning

IN line with the constantly broadening use of Oliver United Continuous Vacuum Filters in paper mills, lime mud treatment is assuming a vitally important part.

Oliver Lime Mud Filters are being used in practically all countries where paper is made. They take out better than 99% of the alkali. They do this with 50% less wash

water than by the decantation method.

Where re-burning is practiced, Oliver filters are of particular value. They dewater the lime sludge to an excellent state for burning.

Recovering lime by the Oliver method is universally recognized as the low-cost method.

OLIVER UNITED FILTERS INC.

SAN FRANCISCO
Federal Reserve Bank Bldg.
SALT LAKE CITY
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Johannesburg, E. L. Bateman
Honolulu, W. A. Ramsay Co.
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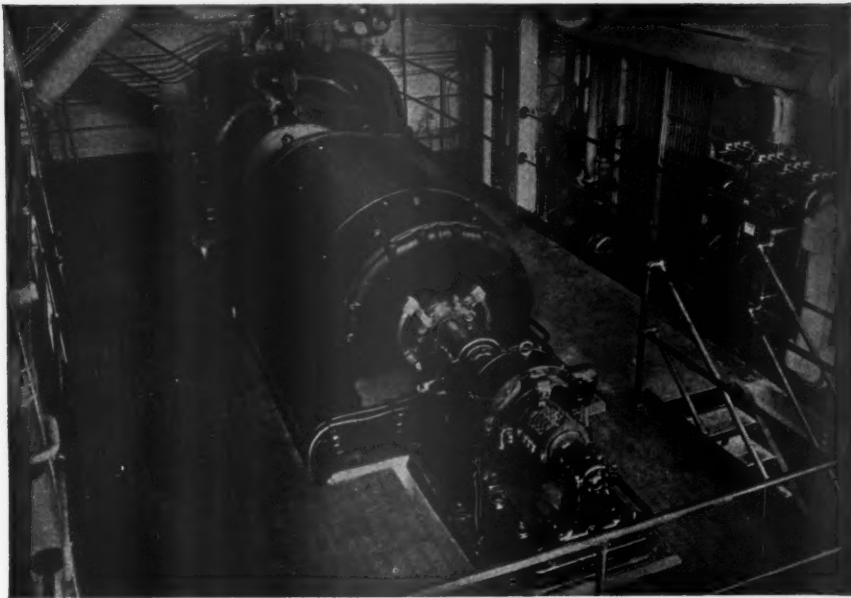
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Modernizing with Westinghouse Turbines



A 2500 Kw. Westinghouse Turbine Generator Unit in the International Paper Company's Plant at Fort Edward, N. Y.

Paper Mill Generates Power at Low Cost

YOU should produce power from steam used in manufacturing processes and for plant heating by first passing the steam through a suitable turbine. Steam thus utilized performs a double duty and results in high economy from the fuel burned.

A Westinghouse 2500 kw., non-condensing, bleeder-type, turbine generator unit accomplishes this for the International Paper Company. Steam for pulp digesters is bled from an intermediate stage of the turbine, while the exhaust steam from the turbine is used in paper machine driers, and for plant heating. Practically all the power used in this paper mill is thus obtained cheaply as a by-product of its process steam.

Your plant may present the opportunity for generating by-product power at a low cost by the use of a Westinghouse industrial type turbine. Our engineers gladly will co-operate in a study of your plant requirements.

Consult our nearest office.

Westinghouse Electric & Manufacturing Company
South Philadelphia Works Philadelphia, Pa.
Sales Offices in All Principal Cities of
the United States and Foreign Countries

Power Plant Equipment includes

Air Ejectors
Feed Water Heaters
Generators
Generator Air Coolers
Heat Exchangers
Jet and Barometric Condensers
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Surface Condensers and Auxiliaries
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Turbines

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When writing to WESTINGHOUSE ELEC. & MFG. CO. please mention PACIFIC PULP & PAPER INDUSTRY

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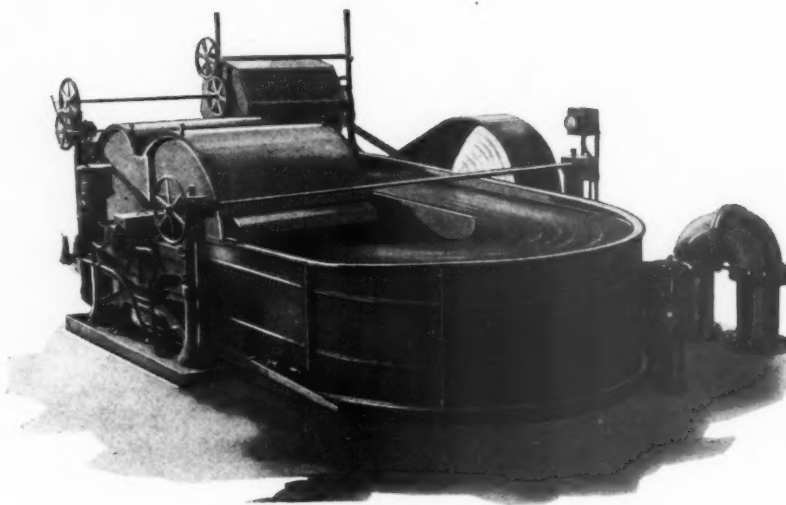
SMITH AND VALLEY IRON WORKS CO.

Builders of

VALLEY IRON WORKS
PULP AND PAPER MILL MACHINERY

SMITH & WATSON
LOGGING MACHINERY

400 FRONT STREET
PORTLAND, OREGON



SMITH AND VALLEY HI SPEED BEATER

Let us discuss your Beater Room problems with you as specialists in manufacturing modern Beating, Washing, Continuous, Broke, Bleaching and Cooking engines; also all accessories including furnishing of all kinds of Beater tackle and drives.

We build engines having all metal parts coming in contact with stock, of either iron or brass. Tubs of wood or iron lined with tile, copper, brass, cement or any material desired.

700 Holland and Hi-Speed, 159 Niagara types now in operation in United States and Canada.

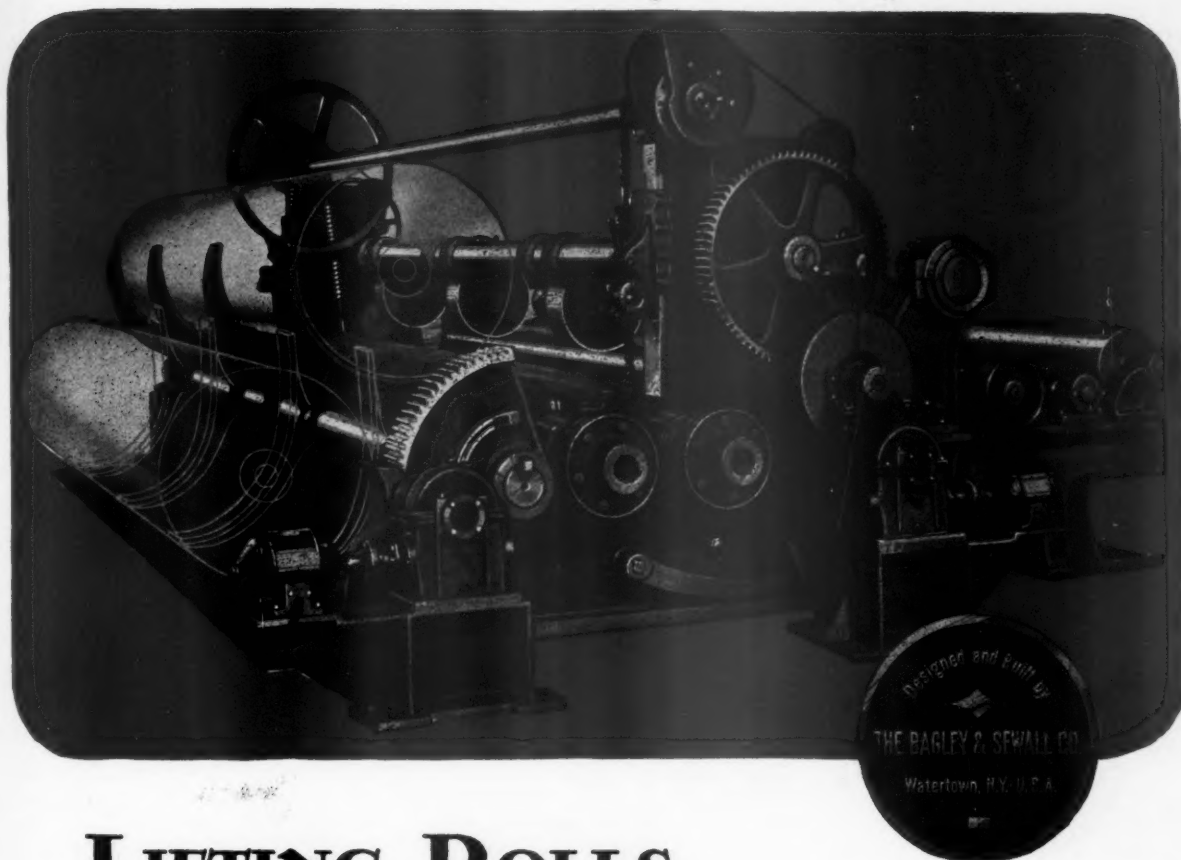
Write for our list of Users as satisfied customers are our best recommendation.

Eastern Manufacturing & Sales Division

Valley Iron Works Co.
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Pacific Coast Supply Co.
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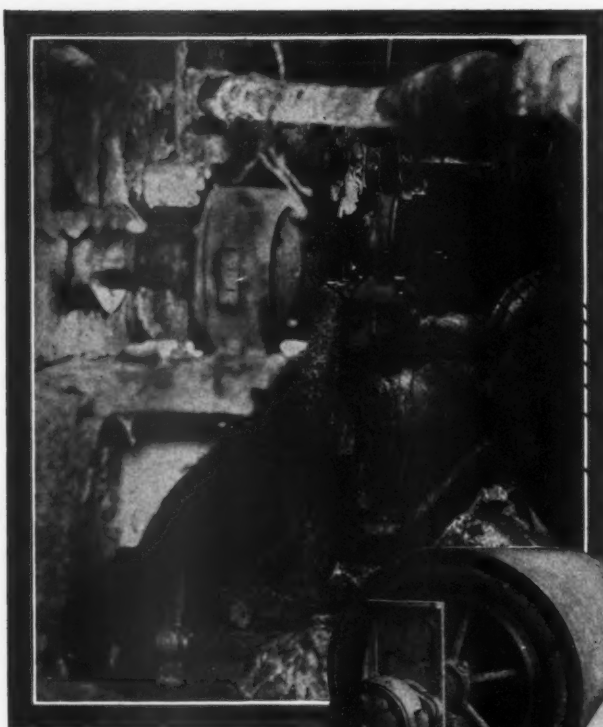
LIFTING ROLLS WITH A FINGER TIP

Push a button—the capable rocker arms receive the finished roll from the drums and deposit it—gently—on the floor—in 12 seconds—without tackle or manual handling. Just one feature of the Improved Bagley & Sewall High Speed Winder—but one you'll appreciate. And SPEED!—no effort at all to keep ahead of the fastest machine. Roller bearings, perfect dynamic balance, compensating counter balance, full push-button motor control—all production factors that insure perfect rolls at high speed. We can equip any paper machine with this modern, efficient, labor and cost cutting winder.

We'd like to tell you more about it—write us

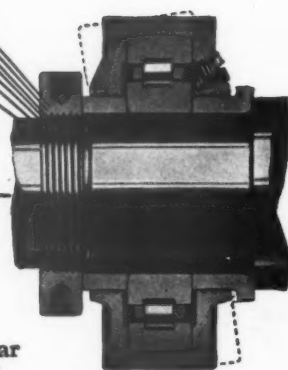
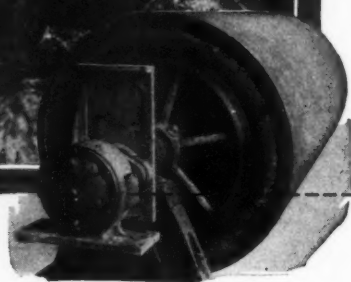
***The* Bagley & Sewall Co.**
Watertown, N. Y.

When writing to BAGLEY & SEWALL CO. please mention PACIFIC PULP & PAPER INDUSTRY



Drive side of Cylinder Machine in plant of R. B. McEwan & Son Company, Whippany, N.J., showing installation of Norma-Hoffmann Precision Roller Bearings to Cylinder Moulds. Note the absence of power drive

Where NORMA-HOFFMANN Precision Roller Bearings eliminated Cylinder Mould Drive



This Self-Aligning Norma-Hoffmann Precision Roller Bearing has closely fitting side plates to retain lubricant and keep out water

TROUBLES experienced with bevel gear drives for the cylinder moulds of the R. B. McEwan & Son's machine led them to investigate the possibility of doing away with the drive by fitting the cylinder moulds with anti-friction bearings.

An investigation and one installation by the Watson Machine Co., of Paterson, N.J., quickly demonstrated that NORMA-HOFFMANN Precision Roller Bearings so reduced the journal friction that the moulds could be driven by the felt alone.

Later, all of the moulds were so equipped. They have been running for three and a half years in twenty-four hour service. In addition to the elimination of the power drive and its maintenance, it was found that felt life was greatly increased. Lubrication costs were reduced. Shutdowns for bearing repairs became practically unknown. Due to the design of the bearings and their housings, water is kept out and there is no leakage of lubricant.

Norma-Hoffmann engineers have had extensive experience in the applications of bearings in the Paper Industry. They can help you select the most economical bearing for your needs. There is a Norma-Hoffmann for every load and speed condition.

Write for Catalogs,
No. 905 on Ball Bearings,
No. 904 on Roller Bearings,
No. 917 with engineering
data, sizes, ratings etc.,
on the complete line

NORMA-HOFFMANN

PRECISION BEARINGS

NORMA-HOFFMANN BEARINGS CORPORATION • STAMFORD CONN.

NB-965

For Increased Production in Cutter Rooms Use "M&W" Cutters, Lay Boys, Backstands

BUILT TO ENDURE

It's a Moore & White Installation.....



The picture shows thirty-roll Backstand used in connection with Moore & White 130-inch Duplex Cutter and Lay Boy. Cutter equipped with seven pairs of slitters and the Lay Boy arranged to lay six piles of paper. Backstand is loaded with thirty rolls of 14-lb. fruit wrapping paper, each roll weighing 2000 pounds. This is one of three installations . . . all in the same mill. Name of mill on application.

FIRST CHOICE ALWAYS

(95% of all Paper Mills in U.S. use "M & W" Lay Boys)

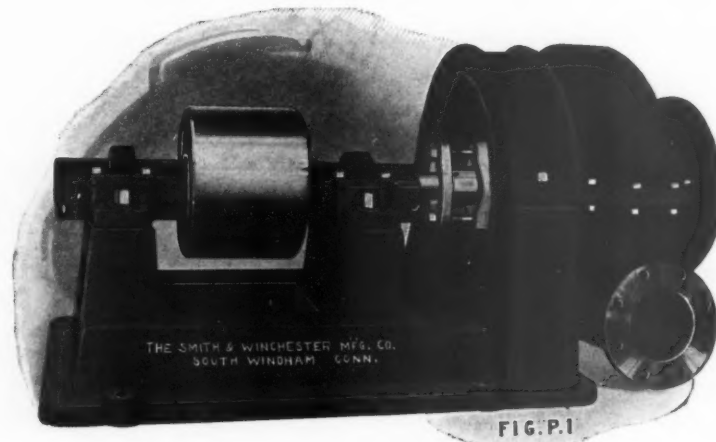
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PAPER MILL MACHINERY

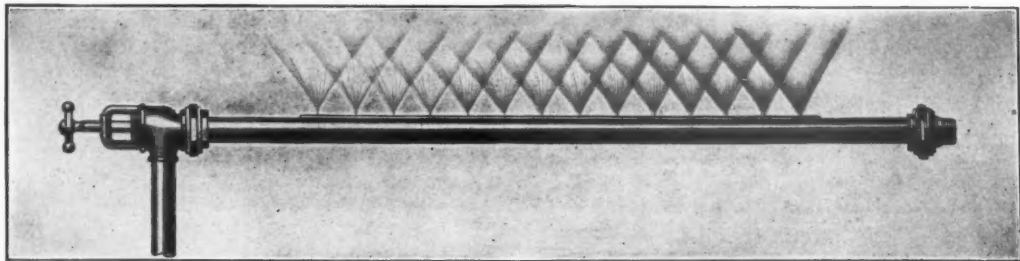
FOURDRINIER—CYLINDER—WET MACHINES



Our Fan Pump for Paper Mill Use

The Undercut Trimmer

PAPER BAG MAKING MACHINERY



The Rainstorm Shower Pipe

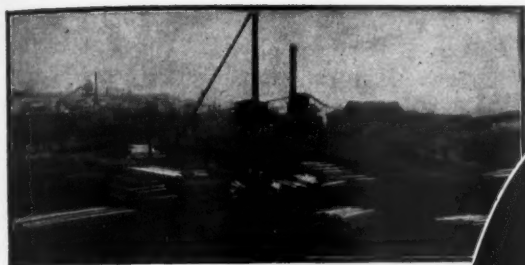
—ESTABLISHED 1828—

The Smith & Winchester Mfg. Co.

Dept. MFP.

SOUTH WINDHAM, CONN.

When writing to SMITH & WINCHESTER MFG. CO. please mention PACIFIC PULP AND PAPER INDUSTRY



Part of the Robertson-Hackett layout in Vancouver

Meet Billy Paddon

Chief Engineer



Billy Paddon,
Chief Engineer

... 35 years with Robertson-Hackett

SURE, Robertson-Hackett is a good outfit—one of the largest in Vancouver, B. C., and we wouldn't mind working there ourselves. But 35 years is a long time. We told Billy Paddon so.

All we got for a comeback was a good-natured grin, so we tried again:

"What are you going to do in 1944—after 50 years?" we asked him.

"I'll probably be in jail for shooting curious photographers," he answered.

And that's Billy Paddon.

* * *



Superintendent Bill Armstrong



Left to right: Jack Mullin, oiler; Bill Stephenson, planer foreman; Billy Paddon, chief engineer; Bert Helland, millwright; and Superintendent Bill Armstrong.

Robertson-Hackett Lumber Company is a good Shell customer. Bill Armstrong, the superintendent and the planer foreman and the millwright and the oilers all agree with the chief engineer that Shell mill lubricants "make the wheels go 'round."

It's not very unusual to find a group in the sawmill business using Shell products—about eight out of ten mills use them. But we thought you'd like to meet this Robertson-Hackett crowd.

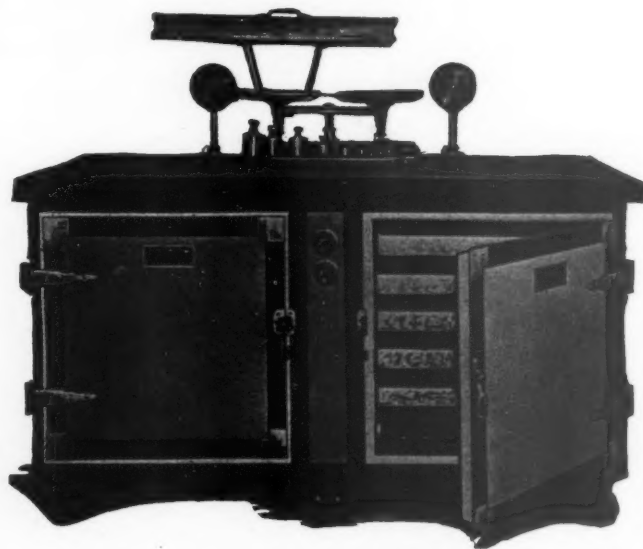
SHELL OIL COMPANY

When writing SHELL OIL COMPANY, please mention PACIFIC PULP & PAPER INDUSTRY

*Accurate Equipment for Testing the Moisture of Your
Pulp Will Save You Thousands of Dollars*

THE WILLIAMS STANDARD PULP TESTING OUTFIT

Conforms in every detail with the Official Method for the Sampling and Testing of Pulp as approved by the Technical Association of the American Pulp and Paper Industry, the Canadian Pulp and Paper Industry, the American Woodpulp Importers Association, etc.



*New Horizontal Model
Work-Table Top, Separate Compartments, Quicker Drying*

FEATURES

OVEN—Double walled, electrically heated, with thermostat control.

SAMPLE TRAYS—Removable for weighing hot samples while covered.

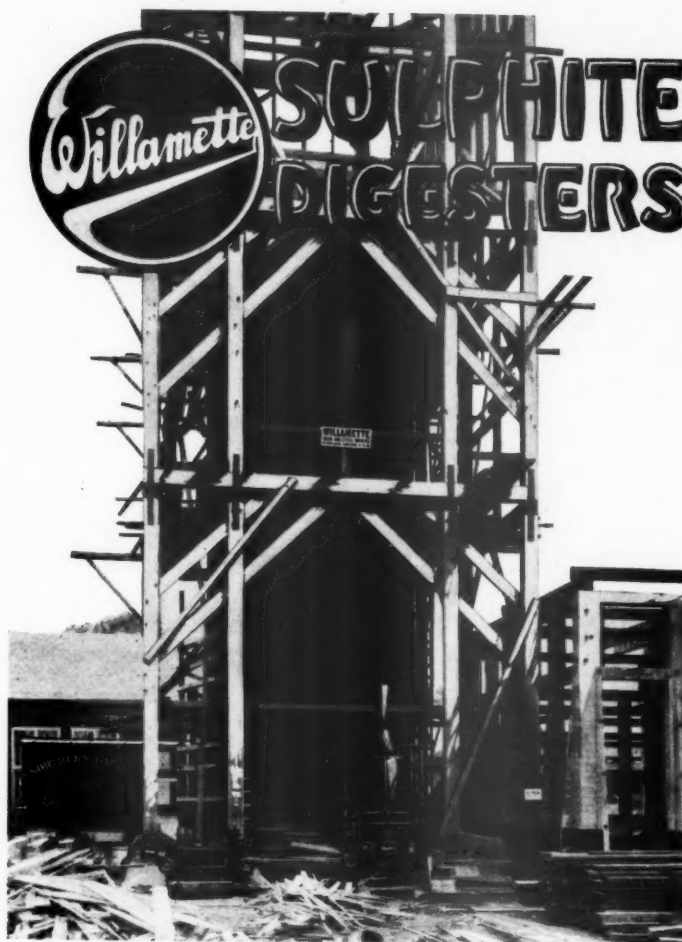
THERMOMETERS—High grade six-inch dial form, one in each compartment.

SCALES—Accurate balances with brass weights, counterpoised tray holder and cover.

It will pay you to write today

THE WILLIAMS APPARATUS CO., Park Place, Watertown, N.Y.

Spaulding Pulp & Paper Company Adds Another Willamette Digester



Prominent users of Willamette Digesters include:

Crown-Willamette Paper Co., West Linn, Oregon; Lebanon, Oregon; Camas, Wash.; Floriston, Calif.
Columbia River Paper Mills, Vancouver, Wash.
Powell River Co., Powell River, B. C.
Hawley Pulp & Paper Co., Oregon City, Oregon.
Pacific Mills, Ltd., Ocean Falls, B. C.
British Columbia Pulp & Paper Co., Ltd., Vancouver, B. C. (Port Alice and Swanson Bay Plants).
Oregon Pulp & Paper Co., Salem, Oregon.
Spaulding Pulp & Paper Co., Newberg, Oregon.
Inland Empire Paper Co., Millwood, Wash.
Shaffer Box Co., Tacoma, Wash.
Sitka Spruce Pulp & Paper Co., Empire, Oregon.

Among those features that recommend Willamette Digesters are—

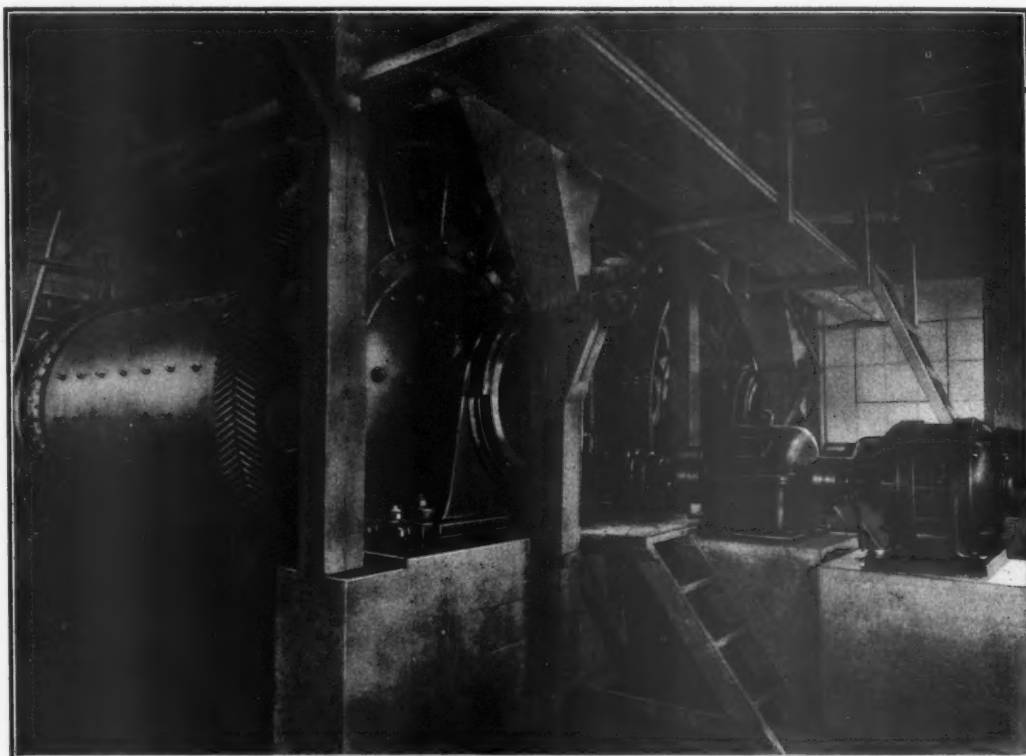
Truly cylindrical insuring long life from linings.

Minimum number of plates in cone and dome. Field erected by experts.

Perfectly fabricated, accurately and completely shop fitted and assembled.

Delivered on time.

WILLAMETTE IRON & STEEL WORKS
PORTLAND, OREGON, U. S. A.



ALLIS-CHALMERS ROD-MILLS OPERATING ON COOKED
CHIPS IN THE MANUFACTURE OF WRAPPING PAPER

Lower Operating Costs

and an
Improved

Quality of Paper

Are the results obtained with Allis-Chalmers Rod Mills used in the capacity of beaters or refiners on wood pulp and screenings.

Numerous commercial installations have fully demonstrated these facts to be worth while investigating.

*Let Us Tell You About the Rod Mill and
Its Application in the Paper Industry.*

ALLIS-CHALMERS

MILWAUKEE, WIS. U. S. A.

PACIFIC COAST OFFICES: Rialto Building, San Francisco, Calif.; Rowan Building, Los Angeles, Calif.;
115 Jackson Street, Seattle, Wash.; 505 Lumbermen's Building, Portland, Ore.; 525 Symes Building, Denver,
Colo.; 915 Kearns Building, Salt Lake City, Utah; 308 Heard Building, Phoenix, Ariz.;
619 Frost National Bank Building, San Antonio, Texas.

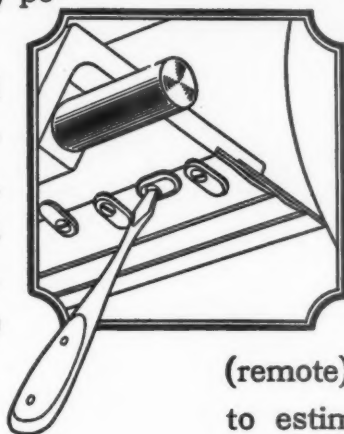
When writing to ALLIS-CHALMERS MFG. CO. please mention PACIFIC PULP & PAPER INDUSTRY

A twist of the wrist adjusts the blade

WE SUPPLY A GAUGE that removes all guesswork in adjusting the angle and contact. You supply the screwdriver.

A twist of the wrist adjusts the laminated, flexible blade of this new Rice Barton Doctor. The thin metal blade itself is reinforced with double flexible spring leaves, which in turn are acted upon by pressure washers held in any position by their screws.

Perfect contact all across the roll is obtained without peening, filing, or grinding. You save time, labor, money. You save power, for the



[PATENT APPLIED FOR]

thin flexible blade wipes clean with very light pressure.

These doctors can be applied wherever a Doctor is needed. Provided with hand and electric (remote) control. We are ready to estimate on complete Doctor equipment for you.

Laminated FLEXIBLE DOCTOR *with adjustable blade*

When writing to RICE, BARTON & FALES, INC., please mention PACIFIC PULP AND PAPER INDUSTRY



Gravity Discharge Elevator-Conveyors

PICTURED above is an installation of our gravity discharge elevator-conveyors, illustrating one of the numerous purposes which this type of equipment serves. These conveyors may readily be arranged to perform the combined duties of elevating and conveying under a large number of conditions.

In pulp and paper mills and power plants there is no better type of conveyor for handling hogged fuel than this particular design.

The buckets are made of heavy steel, supported by two runs of roller chain and may be designed for practically any length.

Our Engineering Department has acquired a fund of valuable knowledge through its years of practical experience in meeting and solving problems of elevating and conveying, and is ready at all times to serve you in designing your conveyor systems, according to the most exacting wants.

For Complete Information on Your Conveying Problems, write

WEBSTER-BRINKLEY CO.

SEATTLE, WASHINGTON

Manufacturers and Engineers of Conveying, Screening, Elevating and Transmission Machinery

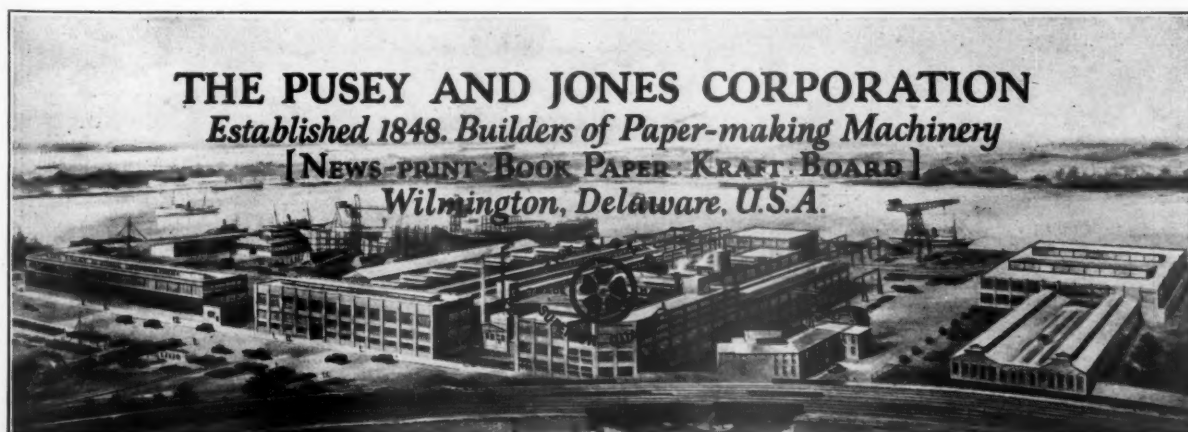
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...by a nose!

A winner by inches . . . first place by a fraction of a second. But that's all it takes to win in horse racing or paper making.

Machines a few inches wider or a few feet per minute faster develop a lead over less modern equipment that soon is measured in miles of paper and thousands of dollars.



THE PUSEY AND JONES CORPORATION

Established 1848. Builders of Paper-making Machinery

[NEWS-PRINT BOOK PAPER KRAFT BOARD]

Wilmington, Delaware, U.S.A.

When writing to PUSEY & JONES CORPORATION please mention PACIFIC PULP AND PAPER INDUSTRY

SUMNER IMPROVED DIGESTER VALVE

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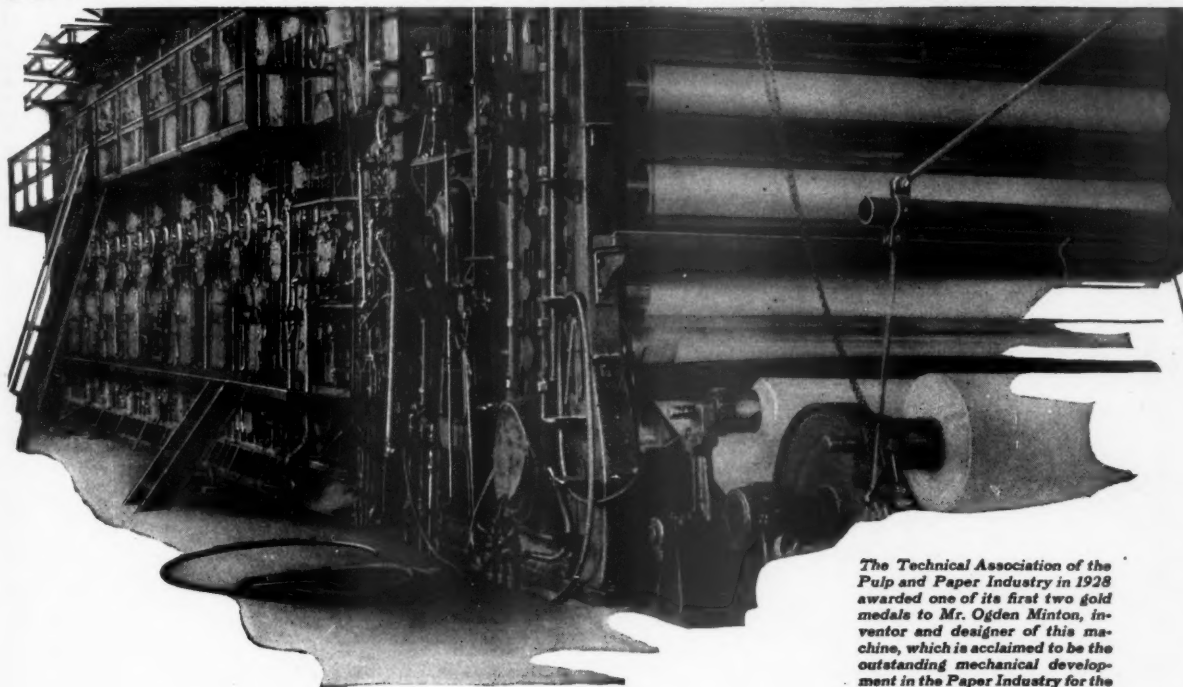
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No. 8

New Mill

Planned for Port Angeles by Olympic Products Co. Aims at

Complete Wood Utilization

THE Olympic Products Co. has been organized by an imposing group of Pacific Coast industrialists to construct at Port Angeles, Wash., a combination pulp mill and saw mill to have an ultimate daily capacity of from 500 to 600 tons of several grades of pulp and other products intended to bring about a complete utilization of the tree. The completed mill will be the greatest single wood-using enterprise on the Pacific Coast from the standpoint of tonnage and diversity of products.

At present plans for the new mill await action of the Port Angeles voters on a bond issue which would permit the construction of an industrial water system which would bring 25,000,000 gallons of water daily from the Elwha River, to the tentative 130-acre site at the old Spruce Products Corp. location. Enthusiasm over the project generated by the possibilities of capturing an industry of this magnitude has stirred the Port Angeles citizens to a pitch which indicates the necessary bond issue will pass without trouble. Everything is being done by Port Angeles civic leaders to speed the bond election.

When completed, the mill will have ten or twelve digesters. Present plans, however, are to construct the mill in units, the first of which will have four digesters and a daily capacity of 150 tons of sulphite and other pulps. It is probable that construction will begin on this first unit as soon as the water question has been

definitely settled by the Port Angeles voters, making it feasible for the organization to go ahead.

In general, the layout of the new mill will follow the outlines of the pulp unit of the Grays Harbor Pulp & Paper Co. at Hoquiam, Wash. New features will be incorporated in the Port Angeles project, however, and it is understood that new cooking methods will be employed and that kraft and other pulps will be incorporated in the manufacturing program later.

There has been some talk that the Port Angeles mill would manufacture rayon, but this receives no official confirmation. It is stated on authority, however, that the Port Angeles mill may undertake the manufacture of sulphite pulps for rayon at some later date.

The company is now working on a 20-year contract for the output of the mill. It is understood that one of the foremost manufacturers of pulp and paper on the East Coast will be identified with the Port Angeles project—perhaps financially and at least to the extent of contracting for a very substantial portion of the mill's output in pulp. It may mean also that the Eastern manufacturer will subsequently shut down his own sulphite mill in favor of the lower pulp costs available at the Pacific Coast mill.

The new organization includes some of the biggest names in Pacific Coast industry. Some of these are:

E. M. Mills, vice-president of the Crown Zellerbach Corporation; also president of the Grays Harbor Pulp

& Paper Co., and the Rainier Pulp & Paper Co. of Hoquiam and Shelton respectively. Much of the organization work of the Olympic Products Co. has been under the guidance of Mr. Mills.

J. H. Bloedel, president of the Bloedel-Donovan Lumber Mills, Bellingham, one of the biggest logging and lumbering interests in the Olympic Peninsula, Puget Sound and British Columbia regions. Mr. Bloedel and his associate, J. J. Donovan, are both greatly interested in pulp, as they see in it the most logical answer to the problems of complete wood utilization.

Joseph Irving, president of the Crescent Logging Co., and leading light in Solduc Investment Company, which recently purchased the Port Angeles Western Railway (Government Spruce Road) which is now extending its line further South in the Western end of the Olympics to tap the heavily timbered regions in that section.

Complete Utilization

William Boeing, millionaire head of the Boeing Airplane Works, Seattle.

R. D. Merrill and T. D. Merrill, identified with the Merrill & Ring interests, prominent logging operators on the Olympic Peninsula.

Other names include the Zellerbachs of Pacific Coast pulp and paper renown and others, not all of whose names have been officially announced.

The new mill will be at least a partial answer to the question of complete utilization that has faced the Pacific Coast wood using industry. With the extension of railroads into the Olympic regions, where it is estimated that at least 50% of the timber stand is best suitable for pulp, those who would take out the timber have been faced with the problem of the most profitable utilization in these mixed stands. The Port Angeles mill proposes to divert the better logs to the saw mill for conversion into lumber, to divert the other material to the pulp mill or to another department which would manufacture some form of wall board or insulating board. In this manner it is hoped to utilize all of the tree "except the leaves."

Pulp Mill Center

The Port Angeles site affords a strategic location in timber supply being located near to the virgin Western Olympic regions by either rail or water transportation. It can also draw readily by water routes from log sources on Puget Sound and in British Columbia. There is plenty of power near Port Angeles, both developed and undeveloped. Port Angeles has a deep water harbor accommodating all ocean-going traffic and the proposed mill would have its own deep water docks.

Port Angeles is already prominent as a pulp and paper mill manufacturing center. The Washington Pulp & Paper Corp., a Crown Zellerbach subsidiary with a capacity of 270 tons of newsprint, is located there, as is also the 50-ton pulp and board mill of Fibreboard Products, Inc.

The selected site is a short distance east of the main business section of Port Angeles. The federal government during the world war constructed a big saw mill on this site for the manufacture of airplane spruce, but the mill has been idle for the last decade.

Hodges Makes Wisconsin Trip

Walter S. Hodges, Pacific Coast representative for Appleton felts and Appleton wires, made a trip to the home offices in June and found occasion to visit the annual convention of the American Paper and Pulp Mill Superintendent's Association at Wausau, Wis.

International On the Coast?

While official confirmation is still lacking, industry is beginning to give considerable credence to persistent rumors that International Paper Co., which has been engaged in a big-scale program of expansion in eastern Canada, is about to launch an important project on the Pacific Coast.

From Canadian headquarters of International at Montreal comes the report that a capital outlay of between \$15,000,000 and \$20,000,000 will be made by the company for the construction of a paper plant and development of power and purchase of timber at Beaver Cove on the east coast of Vancouver Island. At the moment, according to this report, it is proposed to construct a 500-ton paper mill which would be the largest of its kind in the West.

Upon specific inquiry International Paper advised PACIFIC PULP AND PAPER INDUSTRY that "it was true that we have investigated the Pacific Northwest," but at the same time stated that there was nothing definite about their plans, the answer being couched in terms, however, which did not constitute either a denial of interest or a flat "no."

It is understood that, while the company may have reason for withholding definite announcement of its construction plans, negotiations for acquisition of Canadian Forest Products, Ltd., have been successful.

Canadian Forest Products, Ltd., was originally known as the Beaver Cove Lumber & Pulp Co., whose assets were sold to International Harvester Co. for approximately \$6,000,000. The property includes valuable timber, water power site and pulpwood.

Engineers On Ground

Between \$7,000,000 and \$8,000,000 has already been invested in the Beaver Cove plant and property. All charges have been met regularly since the mills were shut down nearly ten years ago, and these have amounted to nearly \$1,000,000. In addition, a large number of Vancouver creditors benefited in the fall of 1925 through the sale to International Harvester, when they were paid up in full to the extent of \$425,000.

The Beaver Cove plant has been lying idle for many years. It is reported now that International Harvester has disposed of its holdings to International Paper Co.

Engineers representing International Paper Co. were on the ground during the past month and it is believed that the program will await their report. Contracts for various construction work are expected to be let during the fall so that an actual beginning of the project may be undertaken early next spring.

International Paper Company, it is understood, will proceed with the damming of Nimpkish River for the provision of the required waterpower, this having been authorized by the provincial water control board when Canadian Forest Products, Ltd., made application before it several months ago.

Large stands of privately owned timber were optioned by International Paper Company early this year and it is reported that these have now been taken up.

While the provincial governments in Quebec and Ontario control production to some extent in that territory and have recently applied the brakes to further expansion in order that "surplus" capacity may be gradually wiped out, the same incentive to curtailment does not exist in British Columbia. In any event, it would probably be a couple of years before the International mill in British Columbia would be in operation and by that time, if the present rate of consumption is maintained, the question of surplus will no longer be a serious one.

Prospects Bright For Another Grays Harbor Mill

Further evidence that additional pulp and paper developments are under way in Hoquiam, Washington, are seen on Grays Harbor through the negotiations between the cities of Aberdeen and Hoquiam looking toward the purchase and piping into Hoquiam of huge quantities of industrial water from the new 60,000,000-gallon Aberdeen system on the lower Wynooche river.

Some time ago the Aberdeen city council held a meeting to discuss the sale of water to Hoquiam and it was learned then that Aberdeen would construct a pipe line from the terminus of the present Wynooche system pipe line at Junction City, east of Aberdeen, to the Myrtle street line between Aberdeen and Hoquiam, or even could pipe the water right to the site of a Hoquiam mill, and furnish Hoquiam water, at a profit.

Hoquiam opened negotiations in a tentative way, the original agreement being that Hoquiam would buy not less than 7,000,000 gallons a day. Although it was not openly said so, this amount virtually represented an estimate of C. B. Blagen, Hoquiam lumberman, on the minimum amount of water necessary to operate a pulp mill such as he intimated he might construct.

Tentative Plans

Although Mr. Blagen has denied that he is planning any immediate start of construction on a pulp mill of any sort, the aggressiveness with which the Hoquiam city council is going ahead in the negotiations for industrial water, indicated that at least one more mill has definitely been assured the city.

Mr. Blagen, for more than a year, has been investigating the pulp and paper business and is said to be seriously considering entering it. Under tentative plans, he would build a mill near his lumber mill in Hoquiam, the Gray Harbor Lumber Co.

The issue up now between the two cities is on the details of construction of a pipe line extension from the Myrtle street division line into Hoquiam. Water Superintendent S. C. Watkins of Aberdeen told councilmen that Aberdeen could construct a line to Myrtle street and sell 7,000,000 gallons of water a day to Hoquiam with a slight profit. He intimated that if there was anything in the talk of further pulp and paper development in Hoquiam a considerably larger amount of water would ultimately be sold through this extension into Hoquiam. He even intimated that with cheap water piped close to their mills, the Grays Harbor Pulp & Paper Co. might decide to buy from Aberdeen. This company has already had to augment its East Hoquiam river system supply with a smaller system on the Wishkah river.

More Industries?

Aberdeen councilmen look upon the construction of a pipe line into Hoquiam in various ways. Some think that Hoquiam should build its own pipe line; others think that Aberdeen should go to almost any ends to sell some of the water the city has on its hands.

The city council of Aberdeen offered to sell to Hoquiam a minimum of 7,000,000 gallons a day, or, if Hoquiam would construct a pipe line to the mill where water was wanted, it would deliver that quantity of water or more to the mill. It was stated, however, that Aberdeen would not start construction of a pipe line—even to the Myrtle street line—until construction on the proposed pulp mill consumer was under way.

Impetus to this sale of water by Aberdeen to Hoquiam may be added shortly as the result of the condemnation suit of the city of Hoquiam against the Oregon-Washington Water Service Co. The city seeks to take over

the distribution system of the company. The trial is now in process.

The company, in a final attempt to get the city to drop the condemnation suit, offered to pipe in big quantities of industrial water to foster the development of pulp and paper mills in Hoquiam. Alex Polson, prominent lumberman, and Mr. Blagen favored accepting the company's offer and dropping the condemnation suit but the city council decided to go through with the suit. At that time Mr. Polson said that he knew of two industries about to settle in Hoquiam which would demand huge quantities of water and that Hoquiam should get itself in shape to furnish these needs. Who or what these industries were or are has not been divulged, since the city started the condemnation suit.

Hawley Mill Control Changes Hands

Many conflicting rumors regarding changes in control of the Hawley Pulp & Paper Co., Oregon City, Ore., have been current in the past few weeks. The situation as this issue goes to press is this:

The financial house of Blyth & Co., which handled security issues for the Hawley company is acquiring control principally as a matter of protection to investors. It will be recalled that Hawley found it necessary to pass its last dividend.

The fact that Charles Blyth is a director of Crown-Zellerbach Corp. has been interpreted by many to mean that that giant organization is about to acquire the Hawley mill. However, both Crown-Zellerbach and Blyth executives deny emphatically that the move on the part of Blyth means that Crown-Zellerbach is interested. Blyth's move to control will not be used as a basis for merger with any existing pulp and paper organizations it is stated officially by Blyth.

Blyth & Co. emphasizes their position as investment bankers and point out similar interests in other industries where their capacity is simply that of a holding company, not as operators. They will, however, have a decisive voice in dictating any changes in management.

George W. Houk of the Wrenn Papper Co., Middleton, Ohio, said to be enroute to the Coast to confer with Blyth is hinted as one who may be identified with new management. No official confirmation on this point given, but statement is made that several interests are being considered.

Editor's Note—Latest information is that at a board meeting on July 11, both W. P. Hawley, Sr., president, and Willard P. Hawley, Jr., vice-president, relinquished direction of the company and Mansel P. Griffiths, Northwest manager of Blyth, was named as succeeding president.

International Paper Manager On Coast

L. S. Henry, assistant manager of the International Paper Co., Cornerbrook, Newfoundland, accompanied by W. G. MacNaughton, formerly mill manager of the Inland Empire Co., Spokane, was a Pacific Northwest visitor last month. While in the West, Mr. Henry visited practically all the pulp and paper mills in Oregon, Washington and British Columbia, studying general conditions.

Bulkley, Dunton Representative On Coast

Roger J. Egan of the Bulkley, Dunton & Co., New York pulp brokers, made a trip to the Pacific Coast in June. It was his first visit to this section and he was impressed with the development.

Technical Men

Organize Pacific Coast Section of TAPPI

A REPRESENTATIVE group of technical men got together in Seattle at the New Washington Hotel on Saturday evening, June 22, to form a divisional organization to be known as the Pacific Coast Section of the Technical Association of the Pulp and Paper Industry. The meeting was largely in the form of open discussion.

Secretary R. A. Macdonald, from national headquarters of TAPPI, who had journeyed all the way from New York to attend the meeting, was the principal speaker of the evening. Those attending were also favored with remarks from R. G. MacNaughton, new engineer of the News Print Service Bureau, and former secretary of TAPPI, who had made a long journey in order to attend.

The principal business carried out was the election of officers of the Pacific Coast section. Following out a suggestion that officers should be chosen from the same area in order to facilitate their meeting and handling the affairs of the section, a group of first officers were chosen centering about the Tacoma district. They are as follows:

Chairman—C. R. P. Cash, Cascade Paper Co., Tacoma.

Vice-Chairman—R. M. DeCew, Fibreboard Products, Inc., Sumner.

Secretary—Dr. H. K. Benson, Department of Chemistry, University of Washington, Seattle.

Membership—A. H. Hooker Jr., Hooker Electrochemical Co., Tacoma.

These initial officers were selected by a nominating committee and unanimously adopted by the group present. The nominating committee also brought in the recommendation that the next selection of officers should follow a similar plan of choosing from a compact district. The four officers named above are to select a convention time and place for the fall meeting which will probably be held in late September at Tacoma. A resolution offered by Ralph Shaffer of the Shaffer Box Co., Tacoma, just before adjournment and carried without debate provides for a meeting of the executive committee later to handle details of the fall meeting.

- Origin of TAPPI

In the absence of Dr. Benson who has acted as chairman of the preliminary executive committee which has been working to bring about the Pacific Coast section, Prof. W. L. Bueschlein of the University acted as temporary chairman and handled the details of the dinner meeting. Dr. Benson left the previous week for California where he is teaching for the summer. A motion was made to appoint Dr. Benson as temporary acting secretary and, in view of Dr. Benson's absence, Prof. Bueschlein accepted the duties and conducted the meeting until the election of officers and then turned affairs over to Mr. Cash.

Prof. Bueschlein introduced the main guest of the evening, Secretary Macdonald.

Secretary Macdonald told of the origin and development of TAPPI and read as part of this history a letter from Hans Ohermanns of the Hammermill Paper Co.,

Erie, Pa. He also told of the work of TAPPI, such as the publication of books and papers on technical subjects covering problems of the industry, also the work of the different committees which studied intensively certain specific problems. As an example of the far-reaching effect of this committee work he read a letter from the chairman of the committee on the "Evaluation of Pulp."

Another important work of TAPPI is conducted through its committee on "Training for the Industry", Secretary Macdonald pointed out. He told how the industry is finding it more and more necessary to turn to the universities, to the technical schools, for its industrial recruits. The committee on "Training for the Industry", he explained, found summer work for students, selecting these young men carefully by making personal visits to the educational institutions and interviewing them. This was done to eliminate those who merely wanted jobs and to assist those who really took an interest in pulp and paper manufacture and genuinely wanted to go into the business.

1,000 Members

Secretary Macdonald also told of the research fellowship established by TAPPI at the U. S. Forest Products Laboratory at Madison, Wis., of the "service to members" work, of the medals offered for conspicuous technical developments, of the various investigations, such as waste utilization, and other functions.

"The membership of TAPPI is steadily growing", Secretary Macdonald said, "and is now near the 1000-mark. This steady growth is attained in spite of very high qualifications for membership."

Speaking more specifically about the Pacific Coast section, Secretary Macdonald pointed out that the organization of such a body was entirely a matter of convenience.

"Your growing industry and your geographical situation has rendered the organization of a Pacific Coast section highly justified. It should be borne in mind however that a local section should be self-inspired and self-perpetuated. It must have strong leadership."

Following Secretary Macdonald's address Mr. MacNaughton was called on for his views.

Coast Growth Marvelous

"Since I left the Inland Empire Paper Co. and the Coast in 1920 I have returned several times to be amazed at the rapid development in pulp and manufacture in this region," Mr. MacNaughton said. "The growth has been truly marvelous, and I am sure that it has not been duplicated anywhere else."

"You on the Coast have your own problems. You will make no mistake in forming this local section of TAPPI so that you may get together often and meet each other, talk over your mutual problems. Why, I was surprised to learn here tonight that several of you from the same city and in the same work had to be introduced to each other."

"I would like to remind you that some of your problems are mechanical. I think it would be well for the

local Coast association to include mechanical engineers and the cost accountants in its membership. The small section should seek to broaden its membership for the greater benefits which may be derived thereby. It should include everyone who has an interest in the general subject of pulp and paper manufacture."

"There is a valuable advantage in the three-fold viewpoint coming from the combined view of the chemist, the engineer and the cost man. There is a benefit in meeting and in knowing each other."

Following Mr. MacNaughton's address the group settled down to business, about the first of which was the election of officers. B. T. McBain made the suggestion that the officers should be chosen on a centralization plan so that they could get together easily and often to talk over and minimize their correspondence. On motion from the floor, Prof. Bueschlein appointed the following nominating committee: Myron Black, Inland Empire Paper Co., Millwood; Ralph Shaffer, Shaffer Paper Box Co., Tacoma; Harry Andrews, Powell River Co., Powell River; A. M. Cadigan, Rainier Pulp & Paper Co., Shelton; and B. T. McBain, Portland.

All For, None Against

During the interval when the nominating committee was in session the chair called on a large number of those present for their expressions for, as some put it, "to see if we couldn't raise a little opposition." But not a single "nay" was forthcoming. To the contrary, the "ayes" were all strongly in favor of the local group.

George Forrester, general manager of the Cascade Paper Co., Tacoma, in responding said that he was reminded of the occasion when Edison's big laboratory was destroyed by fire. Edison refused to be grieved about the loss of his \$3,000,000 plant and worried only about his men. He could build another laboratory if the men were saved, he said. Mr. Forrester pointed out that men were what the industry needed, men to be trained to carry on the research.

A. H. Lundberg, Pacific Coast representative of the G. D. Jennsen Co., urged a more open attitude among the mills. He urged there be full cooperation between the technical men and the executive heads.

D. E. Cousins, assistant superintendent of the Union Bag & Paper Power Co., Tacoma, said he felt the local section would be an excellent thing.

Visitors Welcome

Sigurd Norman, superintendent of the Spaulding Pulp & Paper Co., Newberg, like all others speaking before him said he, too, could "find nothing against it." Being a member at different times in his career of the American, Canadian, Scandinavian and German technical bodies, he said that he had achieved great benefit by reason of his association with them.

He urged, with Mr. Lundberg, a more open attitude. "This same question of locked doors came up at our mill in executive meeting and it was suggested that we follow suit and put up 'no admittance' signs," Mr. Norman said. "I vetoed the plan and urged a policy of 'visitors welcome'. Anyone is welcome at our mill who is interested in pulp and paper manufacture. We on the Coast do not have each other for competitors. Our real competition is in Europe. The closer that we in this geographical unit work together on our problems the further we will be advanced in meeting our real competition. I am very strong for the association and its benefits and feel that the open door policy will become general little by little."

A. H. Hooker, Jr. suggested that a general policy of

(Turn to page 30)

Impressions of My Pacific Coast Visit

By R. G. MACDONALD

Secretary, TAPPI

In the first place I should like to extend through you my sincere gratitude for the unforgettable and enjoyable reception that I had at each mill that I was privileged to visit. It was my pleasure to call on the Technical Association members and others in nearly all of the mills, particularly those located in the northwestern states. Time not being too abundant, it was necessary

Secretary

R. G. MACDONALD
of TAPPI

Who Visited the
Pacific Coast



for me to forego the opportunity of visiting some of the mills that could not be conveniently reached.

However, the delightful occasion of the dinner at the New Washington Hotel in Seattle on June 22 assisted me materially in personally making my acquaintance with many of the men who bear the responsibility of mill operation and quality control in many of the mills.

It was distinctly a worthwhile accomplishment to get the Pacific Coast Section organized at this time. The general approbation of the plan is, indeed, heartening and forebodes a future of success. It is only through gatherings such as those that have been held on the coast during the past year that a full understanding of the purposes and opportunities of a TAPPI Section may be obtained. During the first year or two of the Section's existence there will be problems arise that will seem large at the time, but which will fade into insignificance as the advantages offered by the Section to its members become widely known.

The Section should exist primarily for the convenience of our western members and should also maintain the present standards of the national body, both in regard to its membership qualifications and the nature of its administrative and educational procedure. The prestige of TAPPI has now become sufficiently great to ascribe to its members a definite standing in the industry and its great international growth has widened the scope of their opportunity to become acquainted with the best practice.

To successfully solve the manufacturing problems that are peculiar to west coast conditions, a Pacific Coast Section of TAPPI is in the best position to do this. There is a wealth of information and talent lying dormant that should be published for the good of the industry. It is furthermore distinctly evident that no sin-

gle company has in any sense what might be considered to be a monopoly of the ideas relating to manufacturing methods and quality control. It is not the purpose of the Association or any of its sections to pry into the secret processes carried on by any individual company nor to give publicity based on such information which frequently came to the attention of the Association officers. On the other hand, there are many subjects of common interest worthy of consideration and of such magnitude as to play an important part in the welfare of the industry. Current examples of this objective are the cooperative work being done in pulp evaluation, corrosion, wood handling, waste utilization, etc. The solution of these problems and their proper application by competent technical and operating men will necessarily result in greater income for the more progressive companies. Good sportsmanship will sooner or later induce every company to contribute its share of information to the common clearing house for adequate distribution. In the last analysis the best managed companies will make the best use of the information that they receive. It is interesting to note that the president of a leading company in an industry allied to the pulp industry made a statement in explanation of his company's liberal policy with respect to manufacturing information that he has found that he could give his competitors the benefit of his company's experience at any time and still feel confident that a year hence his company will still be maintaining its leadership in the industry. In an industry such as ours our leaders can afford to be generous and contribute to the well being and prosperity of the industry at large which will be reflected by the condition of the company itself.

TAPPI Publishes Twelfth Series of Papers

The twelfth series of papers and addresses presented before the Technical Association of the Pulp and Paper Industry has now been published and released by TAPPI as is its custom. The volume this year is an impressive one of 388 pages and is a fountain of knowledge on technical problems of the industry. In addition to papers presented at the association's meetings, the volume contains the proceedings of the annual meeting, reports of the many committees and a roster of the nearly 1000 members, tabulated both alphabetically and geographically.

Technical Men Meet To Organize TAPPI

(Continued from page 29)

"welcome to our meetings" be adopted by the Pacific Coast section and that anyone interested in the work of the section should be encouraged to attend. The suggestion met with general approval.

The nomination committee then brought in its report following which the chair was turned over to Mr. Cash, who spoke generally on the plans of the local section. Secretary Macdonald at this point, on question, read sections from the TAPPI bylaws and explained the classes of membership.

The question of membership requirements for the Pacific Coast section were not discussed during the meeting but at adjournment the details were left open for the new executive committee to handle. Likewise the question of dues and what portion the local section would be permitted to retain was discussed but left for the committee to decide. Secretary Macdonald remarked, however, that the national body was inclined to be liberal in its views in assisting the local section. Chairman Cash announced his intention to bring the

executive committee together at the earliest opportunity.

During the general discussion A. W. Bergen of the Shaffer Box Co., moved that the first regular meeting of the Pacific Coast section of TAPPI be held in Tacoma at a time and place to be designated by the executive committee, and that a record be made of those attending the Seattle meeting. Motion carried.

Two out of town guests from distant points besides Secretary Macdonald and Mr. MacNaughton were present. These were L. S. Andrews, from Cornerbrook, Newfoundland mill of the International Paper Co., and T. L. Dunbar, president of the Chemi-Pulp Process Inc., New York.

Those who attended the meeting were:

R. G. Macdonald, national secretary of TAPPI; R. M. DeCew, Fibreboard Products, Inc., Sumner, Wash.; Harry Andrews, Powell River Co., Powell River, B. C.; Charles Newhall, Chemical Engineer, Seattle; W. G. MacNaughton, Engineer, News Print Service Bureau, New York; L. S. Henry, International Paper Co., Cornerbrook, Newfoundland; Myron Black, Inland Empire Paper Co., Millwood, Wash.

W. L. Bueschlein, Department of Chemistry, University of Washington; C. R. P. Cash, Cascade Paper Co. Tacoma; Albert H. Hooker, Jr., Hooker Electrochemical Co., Tacoma; Harold T. Fretz, Cascade Paper Co. Tacoma; B. T. Winiecki, Rainier Pulp & Paper Co., Shelton, Wash.; K. F. Vaughn, Seattle; Sigurd Norman, Spaulding Pulp & Paper Co., Newberg, Ore.;

B. T. McBain, Portland; L. R. Wood, Union Bag & Paper Power Corp., Tacoma; D. E. Cousins, Union Bag & Paper Power Corp., Tacoma; A. S. Hooper, Cascade Paper Co., Tacoma; Henry Foss, Tacoma; A. H. Lundberg, G. D. Jensen Co., Seattle; R. A. Sipes, Shaffer Box Co. Tacoma; George Forrester, Cascade Paper Co., Tacoma.

Ralph Shaffer, Shaffer Box Co., Tacoma; T. L. Dunbar, Chemipulp Process, Inc.; John Tershin, Hawley Pulp & Paper Co., Oregon City; C. N. Cone, I. F. Laucks Inc., Seattle; A. J. Rosengarten, Hooker Electrochemical Co., Tacoma; E. R. Murphy, Portland; J. A. Flynn, Hooker Electrochemical Co., Tacoma; A. M. Cadigan, Rainier Pulp & Paper Co., Shelton; A. W. Bergen, Shaffer Box Co., Tacoma; R. B. Hansen, Rainier Pulp & Paper Co., Shelton; Carl Potzke, Rainier Pulp & Paper Co., Shelton.

Car Loadings Reflect Continued Growth

Prospective car loadings as estimated by the paper, paper products and pulp committee of the Pacific Northwest Advisory Board continue to show an increase. At a meeting of the board held in Tacoma on June 14 the following forecast was made:

OUTBOUND		
Manufactured Products		
	Actual Loading	Prospective Loading
	1928	1929
July	912	1176
August	1075	1192
September	1002	1142
Total	2989	3510
INBOUND		
Raw Materials		
	Actual Loading	Prospective Loading
	1928	1929
July	2103	2486
August	2215	2569
September	2482	2454
Total	6820	7509

The Trend of Forest Industries in the Pacific Northwest*

By COL. W. B. GREELEY, Secretary-Manager
West Coast Lumbermen's Association

WE may draw an analogy between development in transportation service represented by these meetings of the Regional Advisory Boards and certain significant trends in the lumber industry of the Pacific Northwest. Time was when railroads felt the shipper simply had to have their transportation and must take what was offered. Even so, sawmills once believed the country simply must have the lumber and that the manufacturer's interest ended when his boards and timbers had been whacked out of the tree by the cheapest and most expedient method.

Came chaotic operating and financial conditions among the railroads. Trucks, motor busses and ships threatened rail supremacy. Shippers began to kick. Regional advisory boards were adopted by the carriers as one means of re-establishing their position on the basis of good service. Such a move was a part of the carrier's general effort to deal squarely with new demands for operating economies, efficiency, and public confidence. Astonishing changes for the better followed this constructive attitude.

Mass Production

The lumber industry, as well as other manufacturing industries may well take several leaves out of the same book.

Lumbering has been one of the great pioneering industries of the country. It has swept onward in the vigorous conquest and conversion of natural wealth under the slogan of "Mass Production." In the Pacific Northwest today 55% of all the freight cars moved annually from the region are laden with lumber and other forest products. An even larger volume is moved by ships.

Lumber has encountered many new forms of competition and, like the railroads, is faced with the need of abandoning the theory that its products will sell themselves because the country can not exist without. Close study of the market, of the consumer's needs, is necessary.

The Customer's Viewpoint

The lumber industry must seek the customer's viewpoint, and do it in a spirit of consultation, mutual interest and good will. It has learned the necessity of close analysis of its own operations as to production, orders, shipment and stocks. It is learning the necessity of developing new and more refined products which make for economy in wood utilization and better serve the needs of present day consumption.

Another and more direct analogy with the railroads is this—the lumber industry realizes that its success lies, not merely in putting a good product on the market but in selling the consumer on the specific quality and

service he desires. We cannot achieve success simply by controlling a large supply of material. Trade is won and held by following the products through to the ultimate use. As one manufacturer has put it, "the lumber industry must learn to think from the consumer back to the stump."

The lumber industry of the Northwest has a reputation for wasteful use of its natural resources, but to a large degree this has been an economic waste, resulting from the sheer inability of the logger or manufacturer to find a market for a portion of the raw material which he handles. It has occurred in the operations of the lumber industry in every portion of the United States during the earlier periods of developing markets and adjusting manufacturing processes to what the market would take. It has been accentuated greatly in the Northwest by our great distances from the bigger markets and the correspondingly high freight rates which have barred much of the low grade lumber from economic utilization.

Adequate use of the raw forest grown material in the Northwest is still one of our major problems, a problem of the region no less than of the industry itself because the entire region will share in the economic benefits from its solution. Some headway has been made, both in closer utilization and in diversified manufacture here at the source of supply.

One of the most significant advances is the rapid growth of the pulp and paper industry on the northern Pacific Coast. The Bureau of Census reported for 1927 wood pulp and other wood fibre manufacturing establishments in Washington having an annual production valued at \$29,000,000.

Diversification

Last year the payroll of this industry in Washington exceeded \$5,500,000 having nearly doubled since 1924. Western Oregon has witnessed a similar development in this industry. It is both significant and interesting to visit sawmills on Puget Sound and the Columbia River where mill waste and low grade lumber of the pulping species like Western Hemlock and Sitka spruce are being converted into chips and diverted to a pulp mill instead of the refuse burner.

The utilization of sawmill waste for the manufacture of pulp and paper has been much more widely and intensively developed in the Pacific Northwest than in any other section of the United States; and a very substantial proportion of the mill waste adapted to this use is now recovered and put into these valuable by-products. The utilization of logging waste for the same purpose has begun.

Wood for fuel, in slabs or "hogged," is being used extensively today in both homes and commercial steam plants. In time the old familiar waste burner will entirely disappear from Pacific Northwest sawmill architecture.

The Pacific Northwest is witnessing a steady expan-

(Turn to page 48)

*This is a digest of an address delivered by Col. Greeley before a meeting of the Pacific Northwest Advisory Board of the American Railway Association held in Tacoma on June 14. The address was warmly praised and a suggestion was made by Frank H. Lamb, prominent Grays Harbor industrialist and president of the Washington State Chamber of Commerce, that the address be published and widely distributed.



SOLVING JOINT PROBLEMS OF THE PAPER BOX INDUSTRY AT DEL MONTE

Standing, left to right: (1) H. A. Dunlop, (2) F. C. Stettler, (3) J. N. Ainslie, (4) C. E. Baen, (5) Carl R. Schmidt, (6) J. L. Norie, (7) C. B. Kerr, (8) Jas. F. Nields, (9) Gus Trost, (10) Dave Sahlein, (11) Rufus C. Holman, (12) R. C. McCrystal, (13) W. H. Thomas, (14) Ed Sinclair, (15) M. L. Larsen, (16) Will Kewell, (17) Walter Boyd, (18) E. Wuth-

mann, (19) Fred Kewell, (20) Hoadley Johnson.

Sitting, left to right: (1) Charles J. Schmitt, (2) T. B. Seebaldt, (3) Jake Gilman, (4) Charles Hering, (5) R. Schmidt, Jr., (6) Harvey Brown, (7) Hugh Peat, (8) Wm. J. O'Donnell, (9) Howard P. Beckett, (10) Louis Thiebaut, (11) John B. Bonnell, (12) Charles Ruble.

Paper Box Makers

put some new ideas in an old factory at the

Del Monte Convention

ACT ONE

Scene: Office of the Box Manufacturers, Inc.

FURNITURE consists of shabby desk, with two chairs. Desk is littered with papers, one chair is piled with discolored boxes and paper sample books.

Gus Trost, the manager, looking none too prosperous, is in trouble. One of his best customers rejects a batch of cartons because they are smeared and poorly scored. Will Kewell, the superintendent, blames the ink and the out-of-order machinery, says if they ever ran out of baling wire and string the plant would have to shut down.

Another customer says a competing box plant is cutting prices and it gets a 20% reduction from Trost. Willis

Thomas, the assistant manager, says this customer's credit is poor, anyway, but Trost maintains they are good because they have a fine plant.

The Chamber of Commerce phones to ask the Box Manufacturers to join their membership but Trost says to tell them he is out of town for a month. Dave Sahlein, an advertising salesman, tries to sell Trost some advertising, but is thrown out almost bodily. Dick Schmidt, the bookkeeper, comes in with grief and bills and says the mill is beginning to press them for payment for their board bills. Trost says that he'll buy from another mill.

Then comes R. O. Comstock, the firm's salesman, and is severely called for his expense account, which includes \$3 a night for a hotel. And Comstock fails to get credit for an order from one of his customers, which was telephoned in while he was away.

And so on and so on this playlet runs. The Box Manufacturers, Inc., are out of date, their plant is run down, they have no capital, their collections just about carry them along, and they have no morale. The last visitor in Act One is Hugh Peat, an association secretary, who suggests that Trost join the association and possibly meet his competitors at golf.

"You are wasting your time," Trost yells at Peat, "Do you mean for me to put on boys' clothes and chase a little white ball around a cow pasture with a stick! I'm not that crazy! The door you came in works both ways! Good bye!"

NEW OFFICERS PACIFIC COAST PAPER BOX MANUFACTURERS ASSOCIATION

President—Charles Ruble, Standard Paper Box Co., Los Angeles.

Vice-President—Rufus Holman, Portland Paper Box Co., Portland.

Secretary—R. O. Comstock, Charles J. Schmitt Co., San Francisco.

Directors—Russell E. Barker, National Paper Box Co., Vancouver, and J. A. Scully, Puget Sound Paper Box Co., Seattle.

General Secretary—Hugh Peat.



WILL KEWELL TRIES A CUSHION SHOT AT GOLF AT DEL MONTE

Left to right: Hoadley Johnson of the National Adhesives Corporation; Frank C. Leppen of Louis De Jonge & Co.; Dave Sahlein of the Boxboard Products Co.; E. E. Eiffert of Blake, Moffitt & Towne and Will Kewell of the Western Paper Box Co.

Then there passes a year when "came the dawn" and a transformation and

ACT TWO

Furniture consists of an orderly desk and two chairs. The telephone brings Gus Trost the news that their best customer is pleased with their last batch of cartons and orders a million more. Superintendent Kewell says he has plenty of good equipment now to handle such an order. The employees are now covered by group insurance and their wages are higher.

The price-cutting customer of the first act phones again but is told that they have the plant's best price and, besides their credit is none too good. An advertising salesman is given an appointment for the next morning, the bookkeeper comes in with a financial statement, prepared by the cost department, Comstock's last expense report is okayed without question because he brought in more than \$10,000 worth of business; Comstock enters and tells the manager that the company's advertising has helped him sell boxes; Secretary Peat enters and they joke about the golf game he and Trost had the day previous and it is decided that Trost is to join an association party for a trip to Seattle to meet with the northern members and take on "Schoep" and others at golf. The curtain falls with Trost telling Thomas to arrange a dinner party for the employees because the last year has shown wonderful profits.

Curtain

This rehabilitation of the plant, morale and attitude of Box Manufacturers, Inc. was the theme of the 1929 convention of the Pacific Coast Paper Box Manufacturers' Association at Del Monte and around the various steps in the plant transformation was built the program of talks and discussions. The convention delegates sat as the board of directors of Box Manufacturers, Inc., and decided on steps in changing the plant.

"The Ethics of Purchasing" was discussed by Martin Larsen, who advised the convention to see every salesman who calls. "Every person you talk to can give you some service and advice," Mr. Larsen said.

Louis E. Raisin discussed "Sales Policies" and said

that each member's business was limited by his lack of sales skill and not by sales possibilities.

"We cannot succeed by trying to kill competitors," Mr. Raisin said. "We are in a new era, where salesmen must be sincere, honest, reliable and helpful to their customers. This is an era of packaged goods—the day of the paper box."

Clarence B. Kerr discussed advertising for paper boxes and argued strongly in its favor. He said the potential value of advertising had been overlooked, for it was as essential as fire insurance.

"Advertising is profit insurance and is a specialized form of selling," Mr. Kerr said. "We are meeting more competitors than ever in containers—glassine, tinfoil, wood, paper and glass, and we must fight back."

"By cooperative advertising we can place the paper box industry on a sound basis."

Here there ensued a discussion favoring the launching of a joint campaign along the coast to stimulate the public interest in paper boxed goods.

Package Minded

Charles Ruble said he thought a campaign would make more people "package minded." John B. Bonnell said a preliminary advertising survey had been conducted in Los Angeles two years ago but never had been carried through, Albert E. Stein said he thought group advertising would be better than individual advertising, Howard P. Beckett urged window displays and cooperation with advertising plans of other industries; Wm. J. O'Donnell said the matter had been brought up before but nothing ever was done and it was decided finally to name a committee to look into the matter.

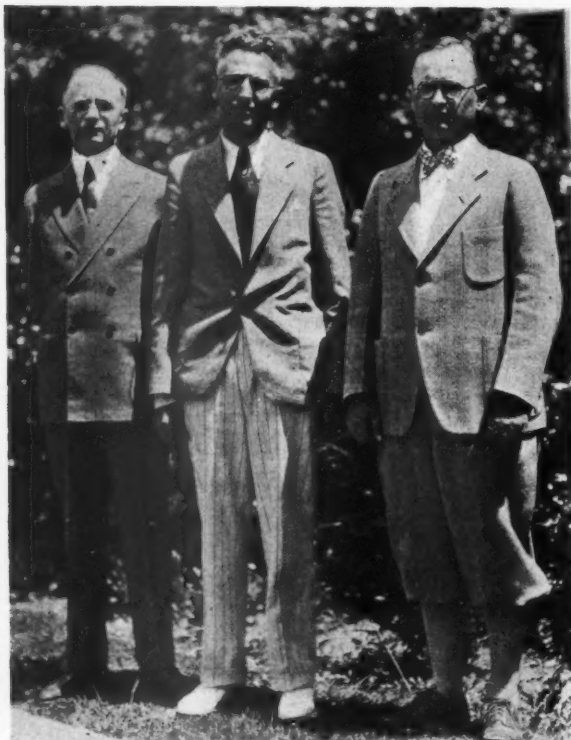
On this committee were named: F. C. Stettler, Portland, J. L. Norie, Seattle, W. J. O'Donnell and L. E. Raisin, San Francisco, C. B. Kerr, Hollywood and A. E. Stein, Los Angeles.

Following the advertising discussion, C. E. Baen, San Francisco banker, talking on "Credits" urged the members to keep close up on collections, and to get good financial statements from customers.

John B. Bonnell, Los Angeles secretary, gave a good talk on "Cost and Price Cutting" and urged the members to use standard and uniform cost-finding systems and

then make their boxes so valuable to the customers that when price enters the transaction it will be of small consequence rather than the dominating factor.

Wm. O'Donnell, speaking at the convention, urged the industry to work like it plays golf. "Play your own game," he said. "Don't try to run down your competitor. On the golf links you play for yourself and do not try



SOME OF THE ASSOCIATION CHIEFS FOR 1929-30

Left to right: Hugh Peat, general secretary; Charles Ruble, new president and R. O. Comstock, new secretary.

to harm your competitor. The same rule should be followed in business.

Rufus Holman, Portland, spoke several times during the meeting and urged the members to hold their 1930 convention somewhere in the "Oregon country," which he said was the original name of the Pacific northwest. The convention finally decided on this step and the Portland, Seattle and Vancouver members are to select the meeting place.

Charles Ruble, vice president, Los Angeles, presided at the Del Monte meeting in the absence of Russell R. Barker, president, who was detained by illness.

It was decided at the meeting to arrange for an honorary membership for former members who have gone out of the box business and also for supply men.

Hugh Peat, general secretary, reported that the association membership doubtless would remain the same, despite the fact that several San Francisco and Oakland members merged into the Consolidated Paper Box Co. New members coming in during the past year will keep the membership about the same, but this condition will not prevail, Mr. Peat said, if further mergers are completed.

Will J. Warren and Edgar Stern, president and manager, respectively of the Consolidated Paper Box Co., San Francisco, wired their regrets at being unable to attend the convention.

AMONG THOSE PRESENT

The members, supply men and guests at the convention were:

Charles Ruble, Los Angeles, Standard Paper Box Co.
Henry Zellerbach, Louis A. Colton and S. C. Caldwell, San Francisco, Zellerbach Paper Co.
Wm. J. O'Donnell, Gus Trost and Louis Edelstein, San Francisco, Fleishhacker Paper Box Co.
Willis H. Thomas, San Francisco, Fibreboard Products, Inc.
L. E. Raisin, Ray Thiebaut and L. A. Thiebaut, San Francisco, Consolidated Paper Box Co.
C. W. Hering and T. B. Seebaldt, Los Angeles, Hersee Co.
R. C. McCrystal, Dick Graham, Harvey M. Brown and Murray Brown, Los Angeles, Fibreboard Products, Inc.
Rufus C. Holman, Portland, Portland Paper Box Co.
Howard P. Beckett, Philadelphia, National Paper Box Manufacturers Association.
Charles J. Schmitt and R. O. Comstock, San Francisco, Charles J. Schmitt Co.
Carl R. Schmidt, E. F. Wuthmann and Richard Schmidt, Jr., San Francisco, Schmidt Lithograph Co.
J. L. Norie, Sr., and J. L. Norie, Jr., Seattle, Coast Carton Co.
Jas. F. Nields, San Francisco, Nashua Gummed & Coated Paper Co.
E. E. Eiffert, Los Angeles, Blake, Moffitt & Towne.
E. Sinclair, Los Angeles, Eureka Paper Box Co.
C. B. Kerr and H. A. Dunlop, Hollywood, Hollywood Paper Box Co.
William H. Kewell and Fred W. Kewell, Oakland, Western Paper Box Co.
R. J. Gruenberg and David S. Sahlein, San Francisco, Box-board Products Co.
J. B. Gilman, San Francisco, Gilman-Pettersen Carton Co.
Albert E. Stein, Los Angeles, Angelus Paper Box Co.
Hoadley Johnson, San Francisco, National Adhesives Corp.
F. C. Stettler, Portland, and J. M. Ainslie, Spokane, F. C. Stettler Manufacturing Co.
Charles A. Kaas, San Francisco, Hampden Glazed Paper & Card Co.
Hugh Peat, San Francisco, Pacific Coast Paper Box Manufacturers Association.
John B. Bonnell, Los Angeles, Los Angeles Paper Box Manufacturers Association.
Charles F. Schaub, Longview, and Walter Scott Boyd, San Francisco, Pacific Straw Paper & Board Co.
M. C. Larsen, Los Angeles, Los Angeles Paper Box Co.
Frank Leppen, Chicago, Louis De Jonge & Co.
Harry W. Brintnall and Jay Platt Hamerslag, San Francisco, supplies.
C. E. Baen, San Francisco, Anglo London Paris National Bank.

Listenin' In

at the Paper Box Makers Convention

Portland is the first city on the coast to be able to boast of the fact that 100% of its paper box plants are members of the Pacific Coast Paper Box Manufacturers Association.

And behind this situation is a story of why Rufus Holman, president of the Portland Paper Box Co. came to the convention at Del Monte and one of the reasons why the 1930 convention will go north. The city has not been selected yet for the next yearly meeting but 'tis rumored that Portland stands an excellent chance of getting it. The selection will be made by the northern members later.

At the Del Monte meeting Mr. Holman related how he said he would go to the 1929 convention and boost the Portland attendance if he could take with him a 100% membership roll. Thereupon three Portland plants put in their application for membership and Mr. Holman carried them with him to the meeting.

These three plants are Grigsby Brothers, Simpson

Paper Box Co. and the Pacific Paper Box Co. All of the other paper box plants in Portland already belonged to the coast body.

Also, while at the convention, Mr. Holman was elected vice-president, which puts him in line for the presidency for 1930-31.

* * *

Louis A. Colton, director of purchases of the Zellerbach Paper Co., San Francisco, was toastmaster at the convention banquet held on Tuesday of the big week. Rufus Holman of Portland, new vice-president of the association, was one of the principal speakers, talking on what he said was his favorite subject, the wonders and glories of the Oregon country.

* * *

Dave Sahlein of the Boxboard Products Co., San Francisco, says he is going to carry a book of golf rules with him at the next convention tournament, claiming he lost his match to Mark Larsen of the Los Angeles Paper Box Co., Los Angeles, because of his failure to know when a stymie isn't a stymie.

Seems that Sahlein's ball was stymied within six inches of Mark's ball. Dave took an extra shot to get out and that shot lost the match, he maintains. According to the interpretation of the golf rules by the front porch committee at the Hotel Del Monte, the ball could have been moved, because it was within six inches. Mark didn't know about the rules, either. So they blamed the caddie.

* * *

Walter Scott Boyd, new sales manager of the Pacific Straw Paper and Board Co., Longview, Wash., was at the Del Monte convention getting acquainted. Mr. Boyd succeeded M. V. Brooks and has opened an office at No. 7 First St., San Francisco.

Mr. Boyd formerly was sales manager of the Longview Fibre Co., at Longview, Wash.

Charles F. Schaub, president of the Pacific Straw Paper & Board Co., accompanied Mr. Boyd to the Del Monte meeting.

GOLF

In the civil war of the Del Monte fairways at the Pacific Coast Paper Box Manufacturers Association convention, the mashie-armed, knicker-clad gray and gay troupers from Los Angeles overwhelmed the very blue defenders of the San Francisco district and took home a majority of the spoils of the war—the handsome prizes and titles.

The hope of the south was in John B. Bonnell, the new secretary of the Los Angeles Paper Box Manufacturers Association and John drove through to win the convention title, defeating another southerner, Murray Brown, Los Angeles, Fibreboard Products, Inc., in the first flight finals.

The North didn't even reach the finals. Willis Thomas, San Francisco, Fibreboard Products, winner last year, went out in an early round and Carl R. Schmidt San Francisco, Schmidt Lithograph Co., winner two years ago, was eliminated by Bonnell in the semi finals.

In the list of winners and runners up of the four flights are names of six Los Angeles members. The south even won the guest flight and halved the defeated fours list.

A golf dinner was held at the hotel on the last night of the convention and the prizes were awarded by Louis Thiebaut, chairman of the golf committee.

The winners, prizes and names of the donors follow:

Winner, first flight, lamp donated by Pacific Coast Paper Box Manufacturers Association. Won by John B. Bonnell.

Runner-up, first flight, golf bag donated by Fibreboard Products, Inc. Won by Murray Brown.

Winner, second flight, set of golf clubs donated by Fibreboard Products, Inc. Won by T. B. Seebaldt.

Runner-up, second flight, humidior donated by Nashua Gummed & Coated Paper Co. Won by Dick Graham.

Winner, third flight, clock donated by Pacific Straw Paper and Board Co. Won by Dick Schmidt.



CHAMPIONS AND NEAR CHAMPIONS IN GOLF

Left to right: John B. Bonnell, Los Angeles secretary, who won the convention golf championship; R. C. McCrystal, Los Angeles; E. F. Wuthmann, and Murray Brown.

Runner-up, third flight, coffee set donated by Fleishhacker Paper Box Co. Won by Charles Ruble.

Winner, fourth flight, golf bag donated by Pacific Straw Paper and Board Co. Won by Jake Gilman.

Runner-up, fourth flight, vase donated by the association. Won by Mark Larsen.

Winner, guest flight, desk set donated by the association. Won by E. E. Eiffert.

Runner-up, guest flight, ash tray donated by the association. Won by H. W. Brintnall.

Winner, defeated fours, first flight, sweater and socks donated by Louis De Jonge & Co. Won by R. C. McCrystal.

Winner, defeated fours, second flight, sugar and creamer donated by the Hampden Glazed Paper & Card Co. Won by C. W. Hering.

Winner, defeated fours, third flight, wrist watch donated by the Schmidt Lithograph Co. Won by R. O. Comstock.

Winner, defeated fours, fourth flight, belt and wallet donated by the California Leather Novelty Co. Won by James L. Norie, Jr.

Low net, qualifying round, candle stick holders and compote donated by the association. Won by John B. Bonnell.

Second low net, qualifying round, candle stick holders, donated by the association. Won by R. C. McCrystal.

Low net, finals for defeated players, golf shoes and socks donated by Jay Platt Hamerslag. Won by Will Kewell.

Second low net, finals for defeated players, golf shoes donated by Jay Platt Hamerslag. Won by C. B. Kerr.

Low net, guests' qualifying round, toilet set donated by the association. Won by Hugh Peat, Jr.

In the ladies' putting contest there were prizes donated by the association. The winners and the prizes they won were: Mrs. R. O. Comstock, silver tray; Mrs. Murray Brown, clock; Mrs. Willis H. Thomas, book ends.

In this issue

Technical Control

is discussed

From the Standpoint of Management

By CHARLES A. NEWHALL
Chemical Engineer, Seattle

MANAGEMENT has to look at Technical Control from several angles. Some of the questions it will ask first are: What is it going to cost? What will it do? How will it make the work of management easier and more sure? What kind of men will we select to do the work? Having selected them, how much authority shall they have? What results can we expect? And how soon?

The job of management we can interpret as one which brings together the various departments of an organization and causes them to function cooperatively to develop greatest efficiency and to show up at best advantage on the balance sheet.

It is unfortunate that when some managements decide to adopt technical control they attempt to fit the costs to pre-conceived ideas of what should be spent for such a department rather than to take the more logical stand of first determining what work is necessary and then exercising the pencil to figure the appropriation.

The aim of management, in my opinion, should be to build up a technical control department which is self-supporting and thereby self-perpetuating. As an industry adopts technical control the custom seems to be to appropriate each year a definite percentage of the gross income for the work even as appropriations are now made for insurance or advertising.

In an old industry these funds become larger as income from process patents developed by the Technical Department is devoted to the research fund. In the pulp and paper industry there are today perhaps but two or three mills in which the technical control work has definitely reached this desirable self-supporting stage.

As for costs, these vary widely between the mills just starting in and the mills having large staffs of experienced personnel and plenty of equipment. Here is a specific example:

A pulp and paper mill turning out 60,000 tons of chemical pulp and 75,000 tons of paper each year spends \$16,500.00 for the pulp testing or \$0.27 per ton of pulp and \$26,400.00 for the paper testing or \$0.35 per ton of paper. This is an old mill and the testing work is all in the nature of post mortems for the reason that nothing can be done to help matters once the pulp gets started through the mill system, there being no provisions in the layout for blending or diverting chips or pulp that is known to be off average. Paper that is off standard is diverted to low grade uses while standard grades are sent out under a certificate of quality. In this mill the laboratory work is confined to process control and routine testing of purchases and of competing pulps and papers.

The investment in laboratory and process control

*This is the second of a series of articles by Mr. Newhall on Technical Control in the Pulp and Paper Industry. The next article, to be published in an early issue, will discuss the problem from the standpoint of the chemist, telling of the type of chemist best suited to different kinds of technical department work, as well as something about costs from the salary standpoint.

equipment will run from a few thousand dollars to more than one million dollars for the mill having a strong self-supporting technical department.

Departing now from cost and turning to that question of personnel brings me to remark on one of the strangest things observed in the evolution of a technical control department (in any industry). This incrimination is an almost total lack of understanding on the part of management as to what constitutes the real qualifications of the technical personnel. Along with this is also a failure to understand what a technical department can or should do as an integral part of the mill organization.

This strange situation is largely the fault of the chemist himself in being unable or unwilling to "toot his own horn". (Let me confess that I write from the standpoint of the chemist for the reason that a chemical training is essential to any man who holds a key position in the technical department of any process industry, particularly in an industry such as pulp and paper where all the basic reactions are chemical and physio-chemical from the separation of the cellulose from the non-cellulose in the wood, on through stuff preparation where the most intricate and little understood molecular and physical rearrangements take place in the fibers and added substances.) The chemist is quite human and not the creature of test tubes and bad smells and mystery as he is catalogued by many.

Nothing Mysterious

This tendency incorrectly to understand the chemist is even more pronounced with those mill managers and executives who have been trained in mechanical engineering and thus have been exposed to the rudimentary courses in chemistry required in any university.

It is one thing for the sales department to "play up" the technical department in the sales and advertising departments, but it something very different for the mill manager whose very job, salary and peace of mind depends on the chemist to fail fully to understand what the chemist can and should do for the mill.

Chemistry is no mystery. Nor are chemists mysterious. But to know chemistry is to get at the very bottom of things. Nature made the elements and these same elements are employed to make up the cellulose in wood and to make up man himself. The chemist's mind has been trained along analytical lines. His is the type of mind that likes to sit by the side of a stream to ponder how said stream may be turned to usefulness, while the management mind would jump into the river and wrestle bodily with the current. The chemist works with and controls the invisible and turns them into merchantable paper, but he is generally

a useless individual when it comes to handling men and the ponderable things.

But the manager knows how to handle men. It is therefore most important for the mill manager to know how to handle the men of science and be able to choose the type of scientist who best will fit into the work in hand. This means that the first thing the wise manager will do when it comes to starting or strengthening a technical department is to form a definite idea of the work to be done by such a department.

In the pulp and paper industry, unfortunately, one can not follow the usual procedure of comparison and analogy for the reason that very few mills have as yet established a satisfactory laboratory or technical development program. Further, in pulp and paper probably more than in any other process industry each mill is a problem in itself and the method of handling the technical work will be different in detail from a method that works well in a mill operating on another type of wood or catering to another kind of market.

Look Over the Mill

This is especially true where an old established mill is undertaking technical control as it is a vastly more difficult problem to start scientific work in an old rule of thumb mill than it is in a new mill that has been designed with the ideas of process control in mind. My thought is that, if time permit, the best procedure in forming a definite idea as to the work needed from the technical department is for the management to take a trip around the mills in company with the sales manager and thus pick the best that is going on in technical lines.

If time does not permit a leisurely study of the situation by the mill manager then the only thing to do is to call in some consultant who has had a hand in the establishing of technical departments in other organizations, there being a number of men who make a specialty of this kind of work. (For names ask the secretary of TAPPI or the other technical and scientific societies.)

Above all things do not do what many managers have done, that is, take a chance on the first man who comes along and states that he is a chemist or tester or call up the employment office and say "send down a chemist!"

An Example

Another sad thing that I often have seen done is to pick some bright boy or some man who does not fit in anywhere and make such a one the "chemist" or "head tester" or what not. All such procedure is sure to get off to a wrong start and later on result in grief for the management and trouble for the sales department.

The following incident gleaned in my experience will illustrate how technical control functions as an impartial judge and seeks the real cause of the trouble:

Machine tender X made 1,020 tons of paper with only 4% showing below the standard required by the Sales Department. Tender Y made 1,050 tons with 6% showing below standard while tender Z made 1,200 tons with 75% below standard.

This occurred in a mill that is in the stage of evolution that comes just before the full enjoyment of effective technical control. In this mill the executive department had created a suitable fund for technical work and the sales department had established the need for and the value of standard specifications but at the time of the happening the work of the technical and

operative departments had not been fully coordinated. The mill manager, the operatives and the laboratory had not learned "what it was all about," that is, plenty of tests were being made but the people whom they were being made for primarily were not using them.

Tests were used mainly as alibis and reputation builders rather than for the only proper purposes, namely to help the operatives make better pulp and paper at lower costs. The mill manager was more of a production superintendent than a manager and therefore always encouraged production at the expense of "saleability," i. e., standardized quality. It was considered good business to slip in a few sheets or rolls of paper that was known to be below the grade desired by the sales department.

Misunderstanding

The mill manager had the power to hire and fire but the merit ratings and bonus came from the laboratory figures. Thus the machine men were between the devil and the deep blue sea so to say; some played for tonnage to please the manager and others played for quality to get the merit and the bonus. As a result the paper machines were "built over" at the beginning of each shift as each boss tender had his own personal ends to serve and used his own private methods to secure them.

Under these conditions friction developed rapidly and unsaleable paper got into the trade. Alibis, lost customers and heavy rebates were the order of the day. All of which may have been good practice in days gone by but certainly are entirely out of order in these days of close margins of profit, standard specifications, honest deliveries and plain contracts openly arrived at.

In this mill the usual happened; the executive department stepped in, the machine tender that played for tonnage was demoted and the manager with him; others were fired or resigned and the reputation and feelings of many a good man were damaged. All of which would never have happened if the management had only known how to use technical control to the fullest advantage for himself and the company he was serving.

One Thing At a Time

One very successful manager tells me that his method in starting and operating a technical department is to pick out one process item at a time and concentrate on this one until all concerned are thoroughly competent—for example, moisture control at the paper machine.

The manager first had the technical department work out the best moisture percentage for each grade of paper manufactured, this being done in cooperation with the sales department and the customers. Then the laboratory men were sent into the mill to work with the machine tenders, not to boss or instruct them, but to guide them and show them how to increase their tonnage by maintaining the uniform moisture percentage decided upon.

This work of course required the greatest tact and diplomacy on the part of the laboratory men and the full support of the mill superintendent and the management. Each paper machine had its own quirks and these had to be worked out and the men on the different shifts trained to do the same thing to get the results desired, else each machine would have been "built over" by each tender applying his own personal methods of moisture control.

(Turn to page 48)

Earnings —

Crown Zellerbach Reports Better Average for First Year

Under Unified Operation

CROWN ZELLERBACH CORPORATION, for the first fiscal year of unified operation ended April 30, 1929, reports net income available for the common stock after all prior charges and preferred dividends of \$3,425,359, equivalent to \$1.72 per share on 1,991,608 outstanding shares, according to the annual report published July 3. This compares with adjusted earnings of \$3,078,756, or \$1.55 per share on the same capitalization for the fiscal period ended April 30, 1928.

President I. Zellerbach added the following comment to results shown in the annual statement: "The last year was one of serious overproduction in the paper industry, with the usual accompaniment of price cutting and market demoralization, in spite of which condition your company has been able to continue paying its full dividends and add \$936,399 to the surplus account, after extraordinary charges and special reserve amounting to \$594,679."

Executives of the corporation stated that during the past year the plan for merging control of the business

of Crown-Willamette Paper Company with Zellerbach Corporation was carried through to a successful conclusion. Consolidation of the management and facilities of the various subsidiary companies is now proceeding satisfactorily.

The co-ordinated functioning of the merged companies, economies effected by consolidation, together with the corporation's low cost of raw materials, resulting from extensive timber holdings, were all factors which contributed to the favorable earnings reported for the fiscal year and enabled the company to overcome the handicap of prevailing paper prices, according to officials. Crown Zellerbach owns in fee or has long term cutting rights on approximately 400,000 acres of timberland, conveniently situated adjacent to its mills, estimated to carry more than ten billion feet of lumber.

Extensive plans for an aggressive campaign to secure a more widespread distribution of the corporation's products are being formulated.

CROWN ZELLERBACH CORPORATION AND ITS SUBSIDIARIES CONSOLIDATED BALANCE SHEET, APRIL 30, 1929

ASSETS		LIABILITIES	
Current:		Current:	
Cash	\$1,910,061.30	Notes Payable (\$1,000,000 secured) ..	\$1,750,000.00
United States Government bonds, at cost	588,414.06	Accounts and contracts payable	3,670,600.74
Notes and accounts receivable, less allowance for losses	6,812,065.19	Accrued bond interest	451,799.91
Inventories	11,043,951.79	Accrued state and county taxes	587,678.01
Total current assets	\$20,354,492.34	Accrued United States and Canadian income taxes	1,023,844.05
		Dividends payable	406,472.64*
Investments:		Total current liabilities	\$7,890,395.35
Capital stocks of Fibreboard Products Inc., at cost plus equity of Crown Zellerbach Corporation in undistributed profits	5,853,600.43	Mortgages and Contracts Payable Subsequent to April 30, 1930	1,697,807.67
Other capital stocks, etc., including 3,200 shares of Crown Zellerbach Corporation Series A preference stock, at cost (partly pledged as security for note payable, contra)	2,586,682.76	Bonds Payable:	
	8,440,283.19	Crown Willamette Paper Company, gold bonds	\$18,935,000.00
		Pacific Mills Ltd., first mortgage gold bonds	2,456,000.00
		Subordinated mortgage gold bonds	1,822,150.00
		Washington Pulp & Paper Corp. bonds	189,500.00
			23,402,650.00
		Special Reserves	698,975.83
			33,689,828.85
Capital Assets:		CAPITAL	
Land, timberlands, leases, etc., less depletion and amortization	35,412,800.58	Capital Stocks of Subsidiaries in hands of the Public (including proportionate interest in surplus):	
Buildings, machinery and equipment, including construction work in progress	\$58,953,804.07	Crown Willamette Paper Co.:	
Less: allowances for depreciation	15,022,835.93	200,000 shares first preferred \$7	\$20,116,666.67
	43,930,968.14	41,000 shares second preferred \$6	4,120,500.00
	79,343,768.72	20 shares common	351.48
		Pacific Mills Ltd.:	
		6,182+ shares 6% preference	618,219.00
		5,646+ shares ordinary	969,054.79
		Northwestern Power & Light Company:	
		138½ shares preferred	13,850.00
			25,838,641.94
		Crown Zellerbach Corporation Capital Stock and Surplus:	
		Preferred and preference stocks, convertible cumulative \$6 dividend, no par value:	
		2,975 shares preferred	297,500.00
		198,323 shares preference Series A	15,958,060.21
		60,000 shares preference Series B	5,400,000.00
		Common stock, 1,991,608 shares	24,067,145.77
		Surplus, details annexed	3,939,391.25
			49,662,097.23
			\$109,190,568.02
Deferred Charges to Operations:			
Unamortized financing expenses	377,010.33		
Advanced expenses, etc.	675,013.44		
	1,052,023.77		
	\$109,190,568.02		

*Includes dividends of \$130,568.00 declared in advance for May, 1929, on preferred and preference stocks of Crown Zellerbach Corporation.

Paper Crates For Empty Cans

Pioneering a new use for paper, the American Can Co. is this year replacing wooden crates with sealed paper packages for the shipping of empty cans from factory to cannery.

The importance of this innovation from the point of view of the paper man is readily perceived when it is realized that packers of salmon, fruits and vegetables on the Pacific Coast can a total of over 50,000,000 cases yearly.

The Alaska salmon canneries add another 8,000,000 cases to this figure, but at the present time it is not expected that the paper packages will be employed for other than straight carload shipments.

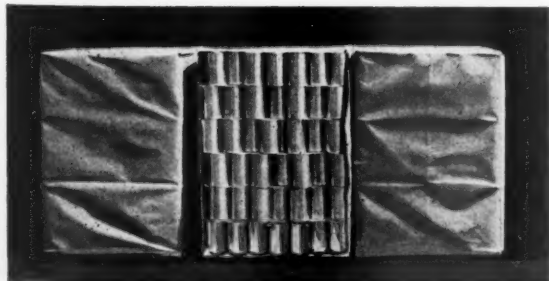
Although it is difficult to reach a very close estimate of the amount of "empties" that will ultimately be shipped in paper—factors such as truck shipments, boat shipments, l. c. l. shipments and assorted packs entering in make accuracy an impossibility in this case—it can be safely concluded that over half of the shipments will eventually be in paper.

The carriers have received commendation from packers, warehousemen and handlers. They have a number of advantages, of which the greatest is the saving in freight and in storage space. They are completely sealed, positively preventing the entrance of dust or other foreign material. They are light and easily handled by one man, where two are required for a crate of cans. They obviate loss through breakage of crates and return freight charges are eliminated, as the carriers are destroyed when empty.

From the packers point of view, a very large advantage lies in the elimination of storing and caring for empty crates until they can be returned to the factory. Previous to the adoption of the paper carriers, the warehouseman who wished to store 600,000 cans had to provide an enormous additional space in which to store the crates as they were emptied.

Figure that 50% of the shipments of empty cans from the manufacturer to the canner are made in paper. For each crate a sheet of 75-lb. Kraft Wrapping paper 87x36 inches is used and the layers of cans are generally separated by 6 sheets of .016 chip board 21 inches square. The crates, each including 294 cans, are shipped 400 to the carload. It is easily seen that the shipping of cans in paper packages, when developed, will total up into quite a large amount of paper.

Packers and can manufacturers are now studying the development with keen interest and feel that it will prove of substantial benefit to the industry. Besides the advantages enumerated above, is the further point that damages to the cans is reduced where carriers replace crates. This the American Can Co. attributes to the apparent tendency of the carriers to suggest more careful handling than crates.



Showing three of the "Canco carriers" with the front wall cut away on one to show layer arrangement inside.



R. J. Tangney, foreman shipping department of the American Can Company's plant at Seattle showing how the paper carriers are easily handled by one man.

Newsprint Outlook Improving

The general recovery in the pulp and paper situation, particularly in respect to newsprint, is extremely encouraging, in the opinion of A. E. McMaster, general manager of Powell River Company. Demand has been better than anticipated during the last few months and a favorable market is expected to continue.

"The period of uncertainty and hesitation which has dominated the newsprint situation for many months appears to be at an end," said Mr. McMaster.

During the past five months the newsprint output of Canada, United States and Newfoundland was 7 per cent more than for the first five months of 1928, and exports from Canada for the first four months of the year were 11 per cent greater than for the first four months of 1928. Another favorable sign was that newspaper advertising in thirty of the leading cities for the first five months of 1929 was 5 per cent more than during the corresponding period of 1928 and 19 per cent more than in 1927.

Hanney Tells of Stream Pollution

J. E. Hanney, mill manager at the West Linn, Ore., mill of the Crown Willamette Paper Co., spoke before a meeting of the Oregon state stream pollution committee held in Portland last month. Mr. Hanney reported that his company is making a study of the river above and below the West Linn plant and that studies are also being made to take care of the sulphite liquor.

Reports from other members of the committee, representing seven municipal and industrial bodies, indicated that the contamination is moving upstream in the state and that mountain streams are becoming infected. The weakest point in the situation is the lack of definite legislation for control, it was pointed out.

Stream pollution studies, especially of the Willamette River, will be carried on during this month and August and reported on at the next meeting of the committee, which will be in September.

Award Contract for Crown Zellerbach Building

General contract for modernization of the building purchased by Crown Zellerbach Corp. early this year has been awarded to a San Francisco contracting firm. Building alterations contemplate complete modernization, both on interior and exterior.

The front entrance is to be centered and a more com-



How the Crown Zellerbach building will look when finished.

modious lobby provided. The front of the building is to be remodeled and considerable ornament incorporated in the additional four stories and parapet walls. The top two stories have been offset in accordance with modern architectural practice. Three high speed elevators will replace the two elevators now in operation in the building. Provision has been made to conduct the remodeling with a minimum of inconvenience to the tenants.

The Crown Zellerbach Corp. will occupy five entire floors of the building. The eleventh floor will be devoted to the executive office of the Corporation and will be handsomely appointed. The tenth floor will be devoted to the board room and administrative offices.

The eighth and ninth floors will be occupied by the accounting department, stock transfer department and miscellaneous service departments.

Crown Willamette Paper Company will have their sales offices on the eighth floor.

It is expected that the changes to be made to the building will be completed by the end of the year. Upon completion, the offices of the major officers of the Company will be moved, and the building now occupied by the Crown Willamette Paper Co. will be vacated. The building now occupied by the Zellerbach Paper Company on Battery Street will continue to be used as a paper distributing store, and offices of the officials of the Zellerbach Paper Co. will remain on the sixth floor of the building.

Plans of Astoria Mill Unknown

Charles W. Fulton, Astoria, one of the active promoters of the Northwestern Pulp & Paper Co., which proposes building a pulp mill in that city, returned early this month from New York where he is reported to have conferred with members of the group interested in the venture. Mr. Fulton could not be reached for a statement, and it was not learned whether his mission had been successful. Whether the closing of an Astoria bank last month, in which Frank Patton, one of the mill's promoters, was said to have been interested, would have a bearing on the plant's construction could not be ascertained. No treasurer to succeed the late Samuel Connell was named at a June meeting of the stockholders held in Portland last month.

Everett Mills Win Direct Mail Cup

To the Everett Pulp and Paper Co. of Everett, Washington, goes the honor of winning the first prize trophy, a silver cup, for the best exhibit of direct mail advertising in a competition held under the auspices of the Pacific Advertising Clubs Association, as a feature of the convention held in Oakland, Cal., June 16 to 20.

The campaign was a series of broadsides exploiting the various "Rely on Everett" brands of printing papers distributed through paper merchants throughout the country. A feature of the campaign was the close advertising tie-in with the distributors in each locality.

Everett advertising is directed by J. L. Murray, Director of Sales Promotion for the Everett Pulp and Paper Co.

News Print to Brazil

Figures released by a steamship line operated between Portland and Brazil show that 2,201,807 pounds of newsprint and book paper, valued at \$94,631, were shipped from the Portland port in 1927. No information was given regarding the amount of paper shipped to Brazil last year. Growth of the South American market is expected, with the announcement that another steamship line will begin operation from Portland to Brazil next month.

The Brazil market is one of the largest in area and in potential richness of any territory in the western hemisphere, its area constituting half the population of South America.

Everett Issues New Broadside On M. F. Book

The Everett Pulp & Paper Co. has issued a new and attractive broadside to announce its machine finish book, white. The tone of the broadside leans toward the modernistic with the tools of the printer used boldly to bring out the suitability of this paper for fine printing. On the front cover is a hand with a "stick of type" in which the words "Everett machine finish book—white" appear in the reverse as in type. On the inside is a close-up of a batch of type with ink and proof roll and an obvious work order on which is specified "Everett Paper."

College Publications Using Everett Rotogravure

A recent issue of The Columns, University of Washington student publication, carried a special insert printed on super-rotogravure stock manufactured by the Everett Pulp & Paper Co. J. L. Murray, director of sales promotion for the Everett mill, reports an increased interest among college publications in using rotogravure inserts.

Norwegian Mills Meeting Rayon Demands

The increasing demand of the rayon industry for bleached pulp is bringing about marked changes in the Norwegian pulp mills, Commercial Attache Marquard H. Lund, Oslo, reports to the Department of Commerce. These mills are rebuilding their equipment to enable them to turn out bleached pulp for rayon manufacture instead of unbleached pulp for paper mill consumption which constitutes the present output.

It is estimated that in 1928 the rayon industry consumed a total of approximately 185,000 metric tons of bleached sulphite, an increase of 40,000 tons over the preceding year. It is not unlikely that 1929 will see a similar increase over 1928. If the demand from this source should continue at the same rate, the sulphite pulp producers will be in a much stronger position than they have been, unless new production offsets this advantage. Based on reports made public since the first of the year, no less than 75,000 tons of pulp should be diverted from unbleached to bleached pulp production during 1929.

Last year it was estimated that the Scandinavian countries and Finland furnished from 40 to 45 per cent of the total requirements of bleached sulphite pulp for the rayon industry. There can be no doubt, according to Commercial Attache Lund, that they intend to maintain their position in this market.

Company Enlarging Kipawa Rayon Pulp Mill

Canadian International Paper Co. is enlarging its Kipawa mill from 75,000 tons to 100,000 tons a year of rayon sulphite wood cellulose. Located on the Ottawa river, 230 miles above the city of Ottawa, Kipawa mill receives its wood from timberland reserves aggregating 5,200 square miles, and its power from Kipawa hydro-electric plant of Gatineau Power Co., controlled by Canadian Hydro-Electric Corp., Ltd., a subsidiary of International Paper & Power Co.

A large proportion of the total world's consumption of wood cellulose by manufacturers of rayon (artificial silk) is supplied from Kipawa mill—one of the original Riordon properties. Its expansion is necessitated by the continually increasing demand for its product. The company does not manufacture rayon yarns for sale, its sole interest in the rayon field being the production and marketing of Kipawa sulphite wood cellulose for making high-grade rayon.

Maj. Porter Resigns as A.P.P.A. Secretary

Major Oliver M. Porter has resigned as Secretary and Treasurer of the American Paper and Pulp Association, effective August 1, 1929. He has been with the Association since 1920. He now is to become manager of the National Kraft Paper Manufacturers Association, of which Mr. J. P. Hummel of the Hummel-Ross Fibre Corp. is President and Mr. L. Bittner of the Manufacturers Paper Co. has been acting as Secretary since its organization six months ago. No announcement has yet been made as to the appointment of Major Porter's successor, other than that Mr. Charles W. Boyce, the Association's Assistant Secretary and Forester, will carry on as Acting-Secretary for the time being.

Foote Bros. Have Western Branch

Foote Bros. Gear & Machine Co., recently established a western sales branch located at 1855 Industrial Street, Los Angeles. Mr. E. D. Bennett is in charge of the reducer and gear division of the new branch and Mr. A. N. Henderson is in charge of the road division.

Neah Bay Chipping Plant Operating

The International Wood & Sulphite Co. now has in operation a new chipping plant at Neah Bay, Wash., far northwest tip of the Olympic Peninsula and the



Looking seaward at the new chipping plant at Neah Bay.

United States. The plant is perhaps the first of its kind. Its location in a veritable wilderness necessitated the use of a Diesel engine as a prime mover for an electric power plant with which to drive the different chipping and screen units.

Wood is cut in the dense pulpwood forests of the Makah Indian reservation and shuttled to the chipping plant on narrow gauge railways, a practice which makes the production of chips and hogged fuel one of straight line production from forest to commodity.

The daily production is about 125 units, composed of about 90% hemlock and 10% spruce. Delivery is made to pulp mills by means of scows, the chipping plant being located on tidewater. The Neah Bay plant was designed by Jim Brinkley of the Webster-Brinkley Co., of Seattle. The equipment was also largely supplied by this same company.

Japan Places Large Rayon Order In Sweden

It is learned on good authority that a large Japanese importing company has placed with a Swedish mill an order for more than 1000 tons of bleached sulphite pulp suitable for rayon. Deliveries, which are to be made over a period of six months, began in June. The price is approximately \$97 net c. i. f. Kobe, Japan.

The attractiveness of this market is evidenced with the application of a little arithmetic. The Pacific Coast Mills should be able to ship to Japan for not exceeding \$10 per ton, leaving a net of \$87 per ton as against the present net of approximately \$64 on bleached sulphite in the Midwest after deducting \$13 rail haul charges. Assuming the additional manufacturing cost of rayon pulp to be \$10 per ton more than straight bleached sulphite, a surplus profit of \$13 per ton still remains to the advantage of the Pacific Coast producer.

Reducing Sales Resistance

Pick out the companies today who have the least trouble in selling their product and in holding their customers and I will show you the mills where control is best organized. Nothing is more discouraging to the salesman than to sell one kind of paper and to have a different grade delivered. After all, the mill can make no more tonnage than it sells and so the wise superintendent will do everything possible to secure the reputation of delivering a standard uniform product.—Selected

T-R-A-D-E - T-A-L-K

Devoted to the Paper Trade of the Western States

Packer-Scott To Open Seattle House

The Packer-Scott Co., Portland, will open a branch house in Seattle about September 1, according to announcement made last month by C. M. Packer, president of the company.

"Plans for establishing a distributing point in the Puget Sound territory have been under consideration for sometime," said Mr. Packer. "While we will not for the



ARTHUR D. HOSFELDT

Will Manage
New Branch of

PACKER-SCOTT CO.
In Seattle

time being carry as complete a stock in Seattle as we are carrying in Portland we hope eventually to duplicate the stocks in both cities. The Seattle branch will be under the management of the Portland house, Arthur D. Hosfeldt, our sales manager, dividing his time about equally between the two places. We have not decided on a location for the new branch, but we have four sites under consideration, one of which will be selected early this month."

Coincident with the foregoing announcement, it was learned that plans are under way to move the Portland offices and warehouse about August 1 from Eleventh and Flanders streets to the three-story and basement stone building at the northeast corner of Front and Couch streets. The new quarters, 75 by 100, will give the company three times the floor space now occupied, or about 30,000 square feet. A remodeling program is being carried out and a new front is to be added. Cost of alteration is estimated by W. C. Scott, vice-president, at about \$5,000. The removal is necessitated because of the company's business expansion.

The Packer-Scott Co., dealing in paper and janitors' supplies, is the outgrowth of a business known as the Pacific Coast Sales Co., established by Mr. Packer in 1912. Eight years ago Mr. Packer formed a partnership with Mr. Scott, then salesman for the old Crescent Paper Co., of Portland. The company has enjoyed a consistent growth from the time of its organization and was forced to move from its cramped quarters at Fourth and Couch streets three years ago to its present location.

Fire Sweeps Denver Firm

Fire breaking out in the electric paper shaker in the basement of the Grimes-Friedman Paper Co. at Denver on June 20 completely destroyed the stock and equipment of the firm and left only the walls of the building standing. The firm, handling principally waste paper, had more waste paper on hand at the time than at any previous time during the year. Damage to the building, a two story brick structure, is estimated at \$100,000 and another \$100,000 is accounted for in the loss of stock and equipment. Only about forty percent of the loss is covered by insurance.

A match or some other inflammable article is believed to have ignited the paper as it passed through the shaker on a conveyer in the basement, making an inferno of the plant in a few minutes. Twenty employees after vain attempts to extinguish the fire with hand extinguishers made their escape. Office records were saved. Eleven fire companies were called to the scene before the flames were brought under control. Much of their efforts were confined to preventing the spread of the fire to adjoining buildings, principally warehouses.

Zellerbach Opens New California Branch

The Zellerbach Paper Co. have opened a new division at Long Beach, California, and soon will issue an announcement to that effect. Part of this announcement reads: "To insure your receiving a more complete service we are opening our Long Beach Division at Pico and Wilmington boulevards. A comprehensive line of printing papers, and wrapping papers will be stocked, and a delivery service inaugurated to satisfactorily serve the Long Beach, San Pedro, Wilmington, and Compton districts. The sales personnel of our Long Beach Division will, at this time be composed of Clarence Johnson for printing papers, Albert Martin for wrapping papers, Owen Snyder, stationery and specialty lines, and A. G. Hutchins, store sales."

Reis Organizing L. A. Sales Managers

C. F. Reis, city sales manager for wrapping paper and stationery and manager of sales in Arizona for the Los Angeles division of the Zellerbach Paper Co., as retiring president of the Los Angeles Sales Managers Organization, an organization of limited membership and including in its membership sales managers in various lines of business, is much gratified that a plan advanced by the Los Angeles Managers Organization to create a national organization is meeting with approval throughout the United States.

During the convention of the Pacific Coast Advertising Clubs Association, held recently in Oakland, several joint sessions of the sales managers organizations of Los Angeles and San Francisco were held, at which Mr. Reis presented the plan for a national organization, he being one of the originators of the plan, on which he has done much constructive work during the past year. He was assisted in presenting the idea by William G. Scholts, head of the Scholts Advertising Service, Los

Angeles, and newly elected president of the Los Angeles organization to succeed Mr. Reis. The San Francisco organization heartily approved of the plan, and organizations of the same kind in Seattle, Chicago, and New York are giving the plan their support, and Mr. Reis is confident that steps soon will be taken to organize a national body, and is of the opinion that the first national meeting will be held in Chicago.

Mr. Reis says the paper industry is well represented in the sales managers organizations, as it should be, so closely is the paper business allied with advertising and sales.

B. M. & T. Establish Medford Branch

Announcement was made last month of the purchase of the paper business of the Packer-Scott Co., branch at Medford, Ore., by Blake, Moffitt & Towne. Claude Schmeer, for the past twelve years Southern Oregon salesman for the latter firm, will be in charge. Some additions to the stock will be made following a survey to learn the demands of the trade in that territory, Mr. mielke, head of the Portland branch, said.

The Packer-Scott Co. has retained distribution rights in that district for their line of janitor supplies, although no office and warehouse will be maintained in Medford as heretofore, stated Mr. C. M. Packer, president. C. W. Browne, who has been resident manager since the company established its Medford branch in December 1927, will continue to represent the firm in that territory.

New Butler Stationery Book Appears

Copies of the new Butler stationery sample books have just been released by the Butler Paper Company at Denver. This attractive book, of brown leather cover neatly embossed, measures $11\frac{1}{4} \times 16\frac{1}{2}$ and is of loose leaf design. This last feature permits of additions and cancellations equally well, giving customers a complete and up-to-date sampling system at all times. A more suitable display book for the printer to show customers his stock can hardly be imagined. New and attractive items of interest to the printer are included in this book. Weddings, announcements and the like are prominently featured.

B. M. & T. Opens Long Beach Division

By way of announcing the opening of their latest California division, located at Long Beach, Blake, Moffitt & Towne held open house day at that city, Saturday, June 29.

Officials of the company and executives both of the Los Angeles-Long Beach divisions were present to greet the visitors. Arthur Towne came down from San Francisco several days previous to the opening to be present at the event. F. M. Couch, general manager of the Los Angeles division; C. R. Burdick, R. K. Erlandson, R. R. Whiteman and L. T. Cooney were among those present to assist the members of the Long Beach division in making the guests feel welcome.

Conveniently located at 116 West Ocean Avenue, the new building is at no great distance from the heart of the Long Beach business section. Rail shipments are handled on a spur track. Stocks arriving by boat require only a short haul to the new warehouse.

J. C. Moffatt, manager of the Long Beach Division, has been with the company for 31 years. Making the territory to be served by the new division for some 30 years, he naturally has a wide acquaintance among the customers in the Long Beach district. Mr. Moffatt

started his paper career in the warehouse of the Los Angeles division, later becoming shipping clerk, and then entering the sales department, and for some time made the Arizona, Nevada, and New Mexico territories, as well as California territory.

Mr. Moffatt's assistant is C. R. Eshelman, who formerly was in the paper business for himself in Long Beach, his interests having been taken over by Blake, Moffitt & Towne some time ago.

D. E. Edmond is another member of the sales force of the new division and will devote his attention to fine paper sales. Although a young man, Mr. Edmond has been connected with the paper business for seven years. His father-in-law is manager of the El Paso branch of the Graham Paper Company.

Zellerbach Division Jobs Shuffled

Jess W. Knapp, sales manager of the Fresno division of the Zellerbach Paper Co., has been transferred to San Francisco to become sales manager of the wrapping paper division of the company there.

C. E. Carlson, a district manager at Fresno, has been named to succeed Mr. Knapp. E. Robert Pusey, salesman, succeeds Mr. Carlson and will have charge of the Tulare and Kings county division. Jack Sheldburne of the Fresno office goes out as salesman to succeed Mr. Pusey.

Paul E. Dalberg has been named credit and office manager at Fresno to succeed Charles J. Sullivan, resigned.

Denver Paper Men Enjoying Vacations

R. J. "Bob" Marlowe, manager of the Graham Paper Co. at Denver, with Lynn Megill, American Type Founders Company and A. E. Heinsohn, Heinsohn Machinery Co., got away from business for a few days and went after the fish in western Colorado. Jos. Bamber, Jr., Butler Paper Co. has also managed to take a day or so occasionally to enjoy his cabin at Grand Lake and the fish nearby. Phil H. Knowlton, Carter, Rice and Carpenter Paper Co. is hardly enjoying his vacation, as he is taking it in doses recuperating from a very sore leg. Irving A. Deline, Deline Manufacturing Co. is combining his vacation with business, making a tour of middle western cities.

A Well Earned Vacation

Robert J. Chapman has been with the Standard Paper Co. of Tacoma for the past 19 years and in that time has grown to know a fair share of the paper buyers in the Pacific Northwest by their first names. He came to the Coast from North Dakota. This year he is taking a vacation in the prairie state, it being his first visit to his former state in 18 years.

Standard Adds Two Salesmen

The Standard Paper Co. of Tacoma has added two new salesmen in recent weeks. The first is James Wilhelmi, son of F. A. Wilhelmi, vice-president of the Standard company. The other is W. W. Gaudreau, who is to specialize in the sale of Pabco products.

Stationers Hear Talk On Selling Ideas

Rocky Mountain regional members of the National Stationers Association, meeting in Denver, June 3-5, were given some timely pointers on selling merchandise building up trade and retaining customers by Charles M. Marshall, stationer in Atlanta and national president of the Association.

*Set-up
Folding
Corrugated
Solid Fibre*

BOARDS and BOXES

A department for interests allied
with the pulp and paper industry

*Board
Mills and
Paper
Converters*

Consolidated Adds Two More Firms

"Business is excellent and everything is coming fine with the Consolidated Paper Box Co.," says Edgar L. Stern, San Francisco, general manager of this firm, which was formed late last year by the merger of six San Francisco and Oakland paper box manufacturing companies.

Mr. Stern formally announces the addition to the Consolidated companies of two more firms, the Boxboard Products Co. and the Gilman-Petterson Carton Co., both of San Francisco. This move had been rumored for some time.

The plant of the Gilman-Petterson firm is to be merged with that of Boxboard Products and this will become the set-up unit of the Consolidated. To provide space for this merger of plants, the Boxboard building is being enlarged to the extent of 30,000 square feet of floor space and when completed, it is said, will be one of the largest, if not the largest, single paper box manufacturing unit west of Chicago.

The construction of the Boxboard Gilman-Petterson division is to be similar to that of the present Boxboard plant, which is of the "saw-tooth" one story type, with raw material coming in on sidetracks at one end and through the plant on a straight line production basis and going out to trucks and cars at the other end.

All of the officials of the two new companies are to be retained by the Consolidated. This list includes R. J. Gruenberg, president; C. J. Bastedo, vice-president, and Dave Sahlein, sales manager of the Boxboard Co., and Jake Gilman of the Gilman-Petterson firm. Formal announcement of the new positions of these men will be made later, but it is understood that Mr. Gruenberg is to have charge of a sales promotion and research department, where one of his duties will be to seek new uses for paper boxes and new outlets for the Consolidated products.

The main offices of the Consolidated are being enlarged at 343 First Street, in the former Raisin & Zaruba plant and additional space is also being added at the Brannan Street plant, formerly the office of the York-Stern Co.

Western Establishes Pioneer Department

The problems of expansion and the creation of new markets have been ingeniously solved by the Western Paper Box Co. of Oakland. Instead of relying on their salesmen, on inquiries from potential buyers, and on normal development of new lines of paper boxes, the heads of the company have established a new department for the express purpose of pioneering.

The department is not really a department at all, but is a single new position which is filled by one man who works in cooperation with all the other departments of the company, from sales to production.

His duties are to scout around among possible consumers and discover to what new uses cartons and paper boxes might be put. When he finds an industry that

could benefit by the adoption of a display packing, or shipping carton, in preference to prevailing materials, he goes into conference with the production department, designs a carton to fit the needs of the case, and lo!—has a new customer.

Will Kewell, assistant general manager of the Western Paper Box Co., explains the duties of the new man as follows:

"He is a pioneer, to all purposes. He is supposed to find new fields for the consumption of the company's product. For instance, a few days ago our man went around to the plant of a company making an office appliance. He didn't know whether there was any chance to sell cartons to them or not, but he found out that certain parts of the machines were being tossed into bags and bundled away for shipment to the east. Sensing an opportunity for improving their shipping methods, as well as making a new customer for us, he devised a carton into which the parts would fit safely and compactly, and now we are selling to another consumer."

Of course this "pioneer" also takes suggestions from salesmen and tips from the manager's office. He isn't particular where his tips come from, so long as they make a new customer.

"The merchandising field today is so highly competitive that, as a practical matter, it is almost impossible to secure volume sales without a definite advertising program," said Kewell, in discussing the factors which led to the establishment of this new position. "The results of leading candy manufacturers, for example, prove that the attractive colored display box is of the utmost importance from an advertising and sales standpoint. The exhaustive data we have gathered over a period of years, covering every kind of 'boxable' merchandise, has proved to be of great value in determining the size, shape, and coloring of the necessary boxes."

It is part of the work of this new department to design new colors and styles of display boxes in order to assist merchandisers in getting rid of their products.

Guild to Serve on Compensation Committee

George G. Guild, president of the Columbia Paper Box Co., Portland, was indorsed last month by directors of the Oregon Manufacturers' Association, of which he was president for three years, for appointment on the interim committee which is to investigate the Oregon workmen's compensation law. This committee was authorized at the 1929 legislature in a senate joint resolution. It directs the governor to appoint a committee of nine persons who will fairly represent the public, the employers and the employees. The object of the committee is to study the actuarial experiences of the compensation insurance of industrial employees.

The compensation law became operative July 1, 1914, and has continued without material change. The resolution calls attention to the fact that since the law was adopted there have been many economic changes, and that it is advisable to review the law in light of these changes and the experience gained in operation.

AT THE CONVENTION

Howard P. Beckett, commissioner of the National Paper Box Manufacturers Association, came out from Philadelphia to attend the Del Monte meeting. This is Mr. Beckett's third trip and he says he enjoys every coast meeting.

The Pacific Coast association enjoys having Mr. Beckett present, for he is in close touch with the industry in the east and other parts of the country and can counsel the coast members.

Mr. Beckett says the industry is better organized on the coast, one reason being the fact that there are a smaller number of plants out here while in the east there are a tremendous number of plants, New York alone boasting of more than 250 companies in the work.

About 15 Pacific Coast box companies belong to the national association, which is composed of setup box manufacturers exclusively.

* * *

Influenza, it is reported, kept Russell Barker of Vancouver, B. C. president of the Pacific Coast Paper Box Manufacturers Association, from attending the Del Monte convention. Mr. Barker is head of the National Paper Box Co., in the Canadian city.

In his place, the gavel was handled very capably by Charles Ruble, Los Angeles, Standard Paper Box Co. Mr. Ruble did so well, in fact, that he was elected president of the association for 1929-30, at the close of the convention. Mr. Ruble was vice-president and was in direct line for the presidency.

Mr. Barker sent a telegram to the convention expressing regrets at his inability to attend.

* * *

The market for paper boxes is broadening each year, yet individual sales are gradually getting smaller, believes F. C. Stettler, pioneer head of the F. C. Stettler Manufacturing Co., Portland, Ore., manufacturers of paper boxes.

"In former days the orders used to come in for large quantities of boxes at once," Mr. Stettler says. "Now they are generally smaller orders but this loss is offset by the fact that more industries are using paper boxes than a few years ago."

Mr. Stettler says the "hand-to-mouth" tendency in retail buying is being felt in wholesale buying and is one of the reasons for the shrinking orders. Many firms who use paper boxes are not capitalized enough to swing big purchases and they must buy a small number at a time.

* * *

Paper box sales along the Pacific Coast reach the tremendous annual total of more than \$35,000,000, C. E. Baen of the Anglo London Paris National Bank, San Francisco, declared in a talk at the Del Monte convention. From this gross revenue the paper box manufacturing industry pays out around \$15,000,000 for paper board, he added.

Few people, Mr. Baen commented, realize the tremendous size of this growing western industry.

The Hollywood Paper Box Co. of Hollywood, Calif., is moving into its new building on LaBrea Ave. at Santa Monica Boulevard. This new addition nearly doubles the capacity of the company and will make the plant one of the largest of its kind in Southern California, according to Parker Foster, secretary and treasurer.

Seattle Firm Installs Set-Up Plant

Union Paper Box Co., one of Seattle's oldest manufacturers of folding boxes and cartons have branched into the set-up box field and started production on the first of July with a new unit fully equipped for the creation of a complete line of candy and gift boxes.

The new division has been equipped and will be operated under the direction of Fred H. Mattson, who was formerly sales manager for the Keystone Box Co., an-

A. J. SCHOEPHOESTER

Who Has Added
a Set-Up Box
Department

to the

Union Paper Box Co.



other Seattle plant. The set-up box plant will be operated as a separate unit in the same building as the folding box factory. Modern automatic and electrically controlled machinery has been installed.

"The machinery throughout the plant is new and the most up to date that it was possible for us to secure," Mr. Mattson says. "We are ready to handle any type of box and feel confident that we are as well equipped as any Seattle plant to do so."

Mr. Mattson has been with the Keystone Box Co. for the past five years and before that time owned and operated a Seattle printing establishment.

A. J. Schoephoester is head of the Union Paper Box Co., and is a prominent figure in the industry and in trade association activities.

Advocates Heavier Paper Boxes For Bakery Goods

That bakers should use heavy boxes in packaging their cakes is the opinion of Frank Nemetz of the cake division of the American Bakers' Association, who spoke at the Northwest Bakers' Convention in Portland last month.

In advocating heavier boxes for the bakery trade, the speaker pointed out that cakes are liable to become crushed or damaged when packed in light boxes. Especially is this true when the customer is obliged to ride in a crowded car, he said. He also pointed out that bakers can increase the sale of their products by having sweet goods neatly packaged before they are called for, declaring that the housewife is likely to assume that the cakes were not only made under sanitary surroundings, but that all possibility to exposure had been eliminated through giving the products protection.

Standard To Build New L. A. Plant

The Standard Paper Box Co., Los Angeles, has completed plans for the construction of a new 7-story factory building at 3837 Moneta Avenue. The building will cost \$200,000.

S · A · F · E · T · Y FIRST—LAST and ALWAYS

The Best Safety Device Known Is a Careful Man

How to Kill an Injured Man

BECOME EXCITED. That is the accepted thing to do in emergencies. It is more dramatic. Nearly everybody likes the theatrical. If you calmly dressed the man's injuries, and then, if the need existed, quietly called the ambulance, you would not have nearly as good a story to tell your friends. It is so much better to tell them of how you dashed frantically round and round like a blind dog in a meat-house.

There is always the possibility, too, that spectators will not be sufficiently impressed with the gravity of the situation unless you loop-the-loop a few times. The lookers-on must be amused, so do your best antics.

Suppose an automobile has struck this fellow. You can see he is not dead, for he blinks an eyelid, or moves an arm. But one leg is crumpled badly. There are several lacerations about his body, but no blood is spurting anywhere. His face is very pale and there are large drops of cold sweat on it. This is an indication of shock.

You desire to put him out of his misery pronto. Here is a splendid way to do it. You and someone else seize him anywhere, anyhow. Half carry and half drag him off the street. That broken leg will dangle about, the bone will cut a large artery and he will bleed to death in a few minutes—probably while you are running to the telephone.

Another case: A man in an electric substation gets his head directly beneath another man up near the ceiling who is using a wrench. The latter lets out a little whoopee, the wrench slips and drops on that head below. (Wrenches have an extreme predilection for fingers and heads.) Blood spurts forth, the young man sees a dazzling display

of beautiful diamonds, so gorgeous in their fiery splendor that he is overcome. The birds twitter mockingly as he passes into a state of sweet repose.

The man who dropped the wrench should become uncontrollably excited. It is no time for cool behavior. Jump up and down. Shout loudly. Acclaim to all and sundry that a man has been killed, or will die presently. You can make good the promise. Jump for the ladder, miss it, fall and break your leg. You are out of the picture, so the other fellow's extinction must be left to someone else.

The quickest and most certain method of killing the fellow by someone else is to run to the telephone. Do not go near the patient, for you may remember to press the arteries in his temples, and to apply a bandage. Go to the telephone and leave the patient in the hands of Fate. She will soon put him out.

Call the shop first and tell them a man is dying. You will be telling the truth. Get them excited—it is more interesting. After the call has passed through two or three hands down there the message becomes garbled, and someone says the man is dead. By the time word reaches the Special Agent's office, the victim is mortified. When the doctor is notified the corpse is stenching. One good thing has been accomplished—you have saved the trouble of a coroner's investigation.

But your purpose has been achieved. You have demonstrated to the world what a good first aider can do when he becomes rattled.

With acknowledgment to
"The Life Saver," L. A. G. & E. Corp.

STATEMENT OF ACCIDENT EXPERIENCE—MAY, 1929

COMPANY—	Hours Worked	Total Accidents	Frequency Rate	Days Lost	Severity Rate	Standing
Pacific Coast Paper Mills, Bellingham	2,720	0	0	9	3.309	1
Inland Empire Paper Co., Millwood	74,976	1	13.4	29	.387	2
Cascade Paper Co., Tacoma	51,728	1	19.3	6	.116	3
Crown Willamette Paper Co., Camas	290,536	8	27.5	496	1.707	4
Fibreboard Products Inc., Port Angeles	63,144	2	31.7	11	.174	5
Fidalgo Pulp Mfg. Co., Anacortes	23,800	1	42.0	8	.336	6
Everet Pulp & Paper Co., Everett	87,352	4	45.8	80	.916	7
Washington Pulp & Paper Corp., Port Angeles	106,657	5	46.9	31	.291	8
Longview Fibre Co., Longview	94,360	5	53.0	70	.742	9
Pacific Straw Paper and Board Co., Longview	15,128	1	66.1	8	.529	10
Rainier Pulp & Paper Co., Shelton	68,094	7	102.8	42	.617	11
San Juan Pulp Mfg. Co., Bellingham	34,352	4	116.4	33	.961	12
National Paper Products Co., Port Townsend	58,336	7	120.0	59	1.011	13
Tumwater Paper Mills Co., Tumwater	15,934	7	439.3	16	1.004	14

The following mills not reporting this month: Columbia River Paper Co., Vancouver, Wash.

Christmas Cards Sample Books Distributed

Christmas card sample books of the Butler Paper Co. at Denver are already in the hands of printers and stationers in the Rocky Mountain region. The sample book is three inches thick, full leatherette bound, embossed leatherette cover, with fifty-six pages of colorful cards and bright tissue lined envelopes.

In collaboration with a local advertising agency, the Butler company designed a most unique broadcast to announce these sample books. An 18 x 8½ sheet of green Campania, folded first crosswise and then lengthwise was provided with an address cutout on the outer fold. Inside the fold a business reply card of cardinal four ply patent coated railroad board was fastened with the reverse side appearing through the cutout. The address of the printer appeared here. The printer desiring the sample book merely had to extract the card and mail it; his address having been made out for him. The folder also contained an additional insert—the price list on holly green four ply patent coated railroad board. Dignified but catchy advertising appeared on the various folds of the broadside.

Colorado Newspaper Plant Gutted By Fire

Fire of undetermined origin gutted the plant of the Express-Courier at Fort Collins, Colorado, on June 5. Fire starting in the basement had gained considerable headway before being discovered and was extinguished only after several hours of heroic work on the part of the fire department. Though the plant was completely destroyed the walls of the building remained intact, permitting almost immediate repair work. Newspapers in neighboring cities offered their facilities to the Fort Collins publishers. News matter was set in type at Fort Collins and Loveland printing plants, the forms assembled and sent to Greeley to be run off on the presses of the Greeley Tribune-Republican. The latter paper for several days was run off early to make way for printing the Express-Courier.

Grays Harbor Fund to Help Railroad

Ten thousand dollars are being raised in the Grays Harbor district, through the Aberdeen Chamber of Commerce to assist the Northern Pacific and Union Pacific railroads in their fight to build a common carrier railroad from Grays Harbor to the Hoh River, a road that will tap the timber wealth of the western slopes of the Olympics.

The drive to raise the money is being participated in by lumbermen, loggers, business men, merchants, realtors, labor leaders and men in all walks of life on the Harbor. An executive committee of the chamber was named with powers to direct the drive.

The Northern Pacific and Union Pacific companies are now awaiting hearing by the Interstate Commerce Commission on their request for a permit to construct this line.

Another Proud Father

Cigars were being passed around in the Zellerbach and Fiberboard offices June 28 by N. M. Brisbois, operating manager of Fiberboard Products, Inc., to celebrate the arrival of a baby daughter, Barbara Ann, to Mrs. Brisbois, who before their marriage was Miss Winifred Duignan, secretary to J. D. Zellerbach, president of Fiberboard. Mr. and Mrs. Brisbois reside at Stockton, Calif., but the arrival occurred in San Francisco.

Additional Beaters At Tumwater

Additional beaters and jordans are being installed at the Tumwater Paper Mills, Tumwater, Wash., recently acquired by the Leadbetter interests, to produce a high test kraft paper. Paper will be manufactured from kraft pulp to be shipped from the Port Mellon mill, also owned by the Leadbetter interests, now being rebuilt and soon to be in production.

The Port Mellon mill will have a daily production of 60 tons, about one-half of which will be dried on the old cylinder machine to be shipped in rolls, the remainder to be dried by the Fidalgo system in the form of shredded pulp, it is understood. The Tumwater plant would consume about half of the Port Mellon mill output, the balance going to other mills owned by Mr. Leadbetter and associates, it was said.

James Hodgen Passes

Following a brief illness beginning with an infection starting from a small boil James M. Hodgen, manager of the converting plant of the Everett Pulp & Paper Co., Everett, Wash., died early in June. Mr. Hodgen had been associated with the Everett company for more than 20 years. Prior to that time he resided in San Francisco. He was well known to the jobbing trade on the Pacific Coast.

Grant Olds, who recently resigned as head of the mechanical crew at the Hawley Pulp & Paper Co. mills at Oregon City after 20 years of service, has gone into the garage business at Gladstone, near Oregon City.

Position Wanted

as General Superintendent or
Superintendent

Many years' experience in Europe, Canada and United States on Kraft, all lines of Creped Products, Tissues and Cellulose wadding.

Capable of designing and building machines for the manufacture of these products. Wide experience in rebuilding and running mills. Now employed but desires new connection.

Address reply Box 33, Pacific Pulp and Paper Industry, 71 Columbia St., Seattle, Wash.

The Trend Of Forest Industries

(Continued from page 31)

sion in industries affiliated with logging and lumbering, which represent a constantly growing diversity in products and greater efficiency in the use of wood. This broadening diversification represents a genuine industrial development of outstanding importance to the Pacific Northwest. It means a constantly increasing recovery and use of the timber resources of the region. It means the expenditure of more labor and the investment of more capital in refining our forest products right here at home, with all that that signifies to the region in the growth of industrial establishments and industrial population. And it means greater stability in the economic structure built upon and around our western forest products because our products are becoming more diversified and less dependent upon single markets or uses.

Beyond all that, it means permanent forest industries. Here is a single significant fact taken from the reports of the Department of Labor and Industry of the State of Washington. The payrolls of the logging and sawmilling industries of Washington reached a peak at about 1924. Since then they have declined by approximately \$5,400,000 due broadly to the depletion of saw timber in certain portions of the state. But the combined payrolls of the logging, sawmilling, pulp and paper and woodworking industries of the state have held up, in 1928, to where they stood four years ago. In other words, the increase in pulp and paper manufacture and in wood-working industries has been sufficient to offset the decline in payrolls of the logging camps and sawmills.

No virgin forest lasts forever. The Northwest states face the problem of maintaining their wood-using industries.

Diversified forest industries, making many different products, utilizing raw material closely, spending more labor and machinery in its refinement, and producing an equal or greater aggregate wealth represent the solution of that problem.

Looking still further into the future, the more industrial efficiency we develop in the use of wood for many different commodities, the greater value will we give the raw material. Hence will we provide an economic footing for reforestation and the perpetuation of the natural resources which sustain all wood-using industries.

U. S. Figures Reveal 1928 Production-Consumption Gains For Coast Pulp Mills

Figures released by the Department of Commerce, collected in cooperation with the Department of Agriculture, show that the state of Washington far outstripped all other states in pulpwood consumption and wood pulp production gains during 1928. Washington produced 349,107 tons of wood pulp, a gain of 80,758 tons over the 1927 production of 268,349 tons; and consumed 651,657 cords of pulpwood, a gain of 205,993 cords over the 1927 consumption of 445,664 cords.

Oregon and California also showed gains and stepped ahead of Minnesota for pulpwood consumption. The two states consumed 308,264 cords of pulpwood, a gain of 41,029 cords over the 1927 consumption; and held seventh place for wood pulp production with a total of 213,407 tons, a net gain of 12,538 tons over 1927.

The total United States consumption of pulpwood

in 1928 amounted to 7,160,100 cords, reported by 204 mills. This figure represents an increase of 6.1 per cent as compared with the consumption in 1927—6,750,935 cords, reported by 219 mills. The total production of wood pulp in 1928 was 4,510,800 tons, an increase of 4.6 per cent as compared with 4,313,403 tons in 1927.

TABLE 1.—PULPWOOD CONSUMED AND WOOD PULP PRODUCED, BY STATES: 1928 AND 1927

(This table gives statistics for all states for which separate figures can be shown without disclosing operations of individual establishments. Certain of the "Other States", however, reported larger amounts of pulpwood consumed and of wood pulp produced than some of the states shown separately.)

	Pulpwood consumed (Cords)		Wood pulp produced (Tons of 2,000 lbs.)	
	1928	1927	1928	1927
United States	7,160,100	6,750,935	4,510,800	4,313,403
Maine	1,309,988	1,273,268	970,690	942,162
Wisconsin	1,225,630	1,199,615	720,781	690,921
New York	802,115	872,780	633,182	710,227
Washington	651,657	445,664	349,107	268,349
Louisiana	413,602	349,272	226,708	179,878
Pennsylvania	405,276	398,021	218,598	216,587
New Hampshire	351,349	358,376	198,587	200,324
Virginia	342,813	316,032	189,925	170,630
Michigan	331,697	351,688	196,203	193,539
Oregon and California ¹	308,264	267,235	213,407	200,869
Minnesota	282,691	281,156	194,399	191,220
Massachusetts	51,325	49,473	32,370	31,822
Vermont	20,081	31,795	19,831	32,562
Other States ²	663,612	556,560	347,012	284,313

¹Combined in order to avoid disclosing quantities reported by individual establishments.

²1928—Arkansas, Delaware, District of Columbia, Maryland, Mississippi, New Jersey, North Carolina, Ohio, South Carolina, Tennessee, Texas and West Virginia; 1927—Delaware, District of Columbia, Maryland, Mississippi, North Carolina, Ohio, South Carolina, Tennessee, Texas and West Virginia.

Technical Control

(Continued from page 36)

In this mill something like a year was required to get things working so that a uniform and predetermined moisture content could be held. When this was accomplished it was found that complaint from printers and from the accounting department had ceased on the score of poor-working paper and erratic tonnage. The machine tenders made more money on their bonus than on their wages and all was happy.

After getting moisture on an even keel the color control was taken up in the same way. Later on, after ten years or more, this mill was ready to take up in the technical department problems of research and process improvement and new processes with the result that the sales department has been given numerous new items to sell and much money has been made by keeping ahead of the market and out of the competitive field.

In this mill the success of the mill manager led to his promotion to the executive position of general manager and interesting to relate his first act was to promote the head of the technical department to be assistant to the general manager.

Dougal Bid On Occident Rejected

Creditors of the Occident Pulp & Paper Mills, Inc., of Edmonds, received notice on July 3 that the bid of the Dougal Woodfibre Co. for the mill property had been rejected by the court and that another sale will be held on the property Wednesday, July 17, at 10:00 a. m.

The Dougal Woodfibre Co. has been operating the mill under a lease and purchase option agreement, but failed to meet the terms of the agreement and action on the receivership was brought by the Seattle Title & Trust Co. The Dougal Woodfibre Co. were the only bidders for the plant at the recent sale and their bid was said to be for only \$300 more than the securities owned by the trust company, leaving nothing for other creditors or stockholders.



At the right is shown the hook-up between sled and tractor. Note that the pulling lines pass through loops on the ends of the runners, and up over the load. Rear of sled (left) shows hooks of the pulling lines fastened to the anchor line.

Another Method of Getting Out Pulpwood

The best way to get pulpwood out of the forest is still a debatable question, but each new idea adds something to the total fund of knowledge. Earl West has developed a method of using tractors and sleds in an operation on the North River in the Grays Harbor region near Aberdeen.

The cordwood is piled on the sleds as cut, about $1\frac{1}{2}$ cords to the load. A tractor hooks on to the loaded sled, skids it through the woods to the railroad and up an incline to a loading platform level with the car floor, unhooks and drags an empty sled back to the cuttings.

The sleds have 8-inch logs 18 feet long as runners, connected with suitable cross pieces. Through the ends of the runners at the rear a steel line is passed, the ends joined with a ring. On the front ends of the runners are rings of wire rope.

To move the load, pulling lines are passed from the tractor under the front rings, up and over load to be hooked in the steel wire loop at the rear. When the tractor moves the line is tightened all over the load. The harder the pull, the firmer the load is held in place.

The sleds cost about \$16, labor and material.

While 15 cords a day on a 300 to 500-foot haul was the best that could be done with horses, the tractor is moving 30 to 40 cords a day on an average 1000-foot haul. Using three car loaders, two loaders in the woods, one driver and one swamper, costs are reported at \$1.02 per cord. As much as $2\frac{1}{2}$ cords have been taken out at a load. Later on it is probable that drums will be installed on the tractors in order to work the canyons, pulling wood up out of the holes.

Big Power Project In Washington

Permits for the development of the \$12,500,000 electric power project on the Lewis River in southern Washington by the Northwestern Electric Co. through the Inland Power & Light Co. of Vancouver, Wash., were signed by R. K. Tiffany, state supervisor of hydraulics at Olympia, in June.

Thus the initial step has been taken in one of the major hydro-electric power projects in the state. The permits provide for the appropriation of practically the entire stream flow of the north fork of the Lewis River, which is the boundary of Cowlitz and Clark counties, for the two big plants proposed.

Two 185-foot dams, each with a storage reservoir

of about 220,000 acre feet will be constructed. First development is to be at the Ariel dam site, 12 miles eastward and upstream from Woodland, to cost \$7,000,000 and generate 85,000 h. p. A second project is at a location known as "The Basket", nine miles upstream from Ariel. Here some \$5,000,000 will be expended and 95,000 h. p. developed.

Work on the first dam is expected to start in September. About \$100,000 has already been expended in preliminary work.

Chemipulp Process Opens New York Offices

Chemipulp Process, Inc., announce from their new offices at 450 Woolworth Building, New York, the following plants now successfully operating Chemipulp processes:

Algonquin Paper Co., Ogdensburg, N. Y.; Anglo-Canadian Pulp and Paper Co., Limoilou, Que.; Ne-koosa-Edwards Paper Co., Port Edward, Wis.; Hoberg Paper and Fibre Co., Green Bay, Wis.; St. Lawrence Paper Mills, Three Rivers, Que.

In addition to the above plants contracts have been closed for the installation of these processes in the plants of the Abitibi Power & Paper Co. and the new bleached pulp mill at Atholl, New Brunswick, for the Restigouche Co. Ltd.

T. L. Dunbar, president of Chemipulp Process, Inc., has been spending some time on the Pacific Coast in recent weeks visiting the mills.

Paper and Pulp in 1928

The Bureau of the Census has just issued preliminary data on 1928 paper and pulp production which shows that the United States paper production totaled 10,403,338 tons as against 10,002,070 in 1927, a 4 per cent increase. Pulp production in 1928 totaled 4,510,800 tons as against 4,313,403 in 1927, a $4\frac{1}{2}$ per cent increase.

The total paper production in 1928 was at the rate of 80 per cent of rated machine capacity. Book (uncoated) production was 82 per cent of capacity; board, 76 per cent; tissue, 83 per cent; writing, 86 per cent; cover, 100 per cent and absorbent, 57 per cent.

Mechanical pulp production showed no change from 1927 to 1928, remaining at about 1,611,000 tons. Sulphite pulp production in 1928 was 3.9 per cent above 1927; sulphate pulp, 28.3 per cent greater and soda pulp 0.2 per cent greater than that of 1927.

SOME TRENDS IN INDUSTRY

"Advancing waves of other people's progress sweep over the unchanging man and wash him out."

Thirty-five years ago young Alfred Kauffman checked through the gates of the General Electric Co. at seven o'clock on the first morning of a four-year apprenticeship. Seven years later he joined the Link-Belt Co. On June 8, 1929 delegates to the sixth annual convention of the National Association of Foremen heard President Kauffmann of the Link-Belt Co. tell them about "Some Trends In Industry." They learned, too,



ALFRED KAUFFMANN

President
Link-Belt Co.

"Machinery is junk
without the man."

that in all his years Mr. Kauffmann had not lost sight of the fact that the human element is the first and foremost factor in industry.

"In those early days," President Kauffman said, "the employe knew little of the customer's side—and cared little—for he seldom shared in any gains.

"The old rule of thumb in handling labor was pretty much a system of 'treat 'em rough and tell 'em nothing.' Labor thought it was boss, management, thought the opposite. We had not yet learned that neither was boss, that instead, 'the buying public is the boss of us all.'

"Time has brought a democracy in manufacturing organizations that has changed the old order. Today good management believes in giving the same consideration and attention to the human element of their factory as they give to the machinery. They appreciate that it is good business to give the employes information. They consider the factory employes as part of the sales force and tell them everything.

"During all these years in which the waves of progress have swept on, and made a distinct evolution in industry and management, the unchanging man has always been washed out of the picture.

"Mergers of small companies into one large company provide no substitute for competent management.

"Today industry is passing into the hands of the many. We have an increasing army of employe-owners. Does not this put an added responsibility upon the management? Passing a dividend becomes a serious matter if the action hits the pocketbook of the workman.

"An industrial plant is only a mass of junk unless human beings are around to make the machinery become tools of production. Men are the most important factors in the conduct of any business.

"Encourage the lesser fellow. Let him know that his chance lies in himself and you will get further than any scheme of profit sharing, bonus, or welfare work, though they all may be very helpful.

"Every man pays for the amount of bossing he requires, and likewise every man's wages increase in proportion to his ability to act as a boss or foreman of himself and others.

"Competitive industry today isn't a social or charitable affair—it is a conflict, and leadership is required to bring success."

Newfoundland Papermaker Visits West

Angus Mathieson, night superintendent at Cornerbrook, Newfoundland plant of the International Paper Co., spent June vacationing in the West. Before going east Mr. Mathieson was mill superintendent at Powell River, B. C. Previous to his connection with Powell River in 1915 he was night superintendent for the Willamette Pulp and Paper Co. (now Crown Zellerbach), at Oregon City.

Pulp Project at Prince Rupert

W. H. Altemus, of East Orange, N. J., who recently visited Vancouver, B. C., says that steps are being taken to consolidate the several individual timber holdings in the Kitimat and Kitsumkalum valleys of northwestern British Columbia with a view to launching a pulp and paper mill near Prince Rupert. Ground for the undertaking, he said, might be broken and construction started next year. A railway to connect the coast with the Kitimat country is now under consideration.

Large stands of pulpwood timber have been held under special license for several years in the two valleys.

WALTER S. HODGES

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PORTLAND, OREGON

BE acon 8485

Pacific Coast Representative

APPLETON WIRE WORKS, INC., Appleton, Wis.

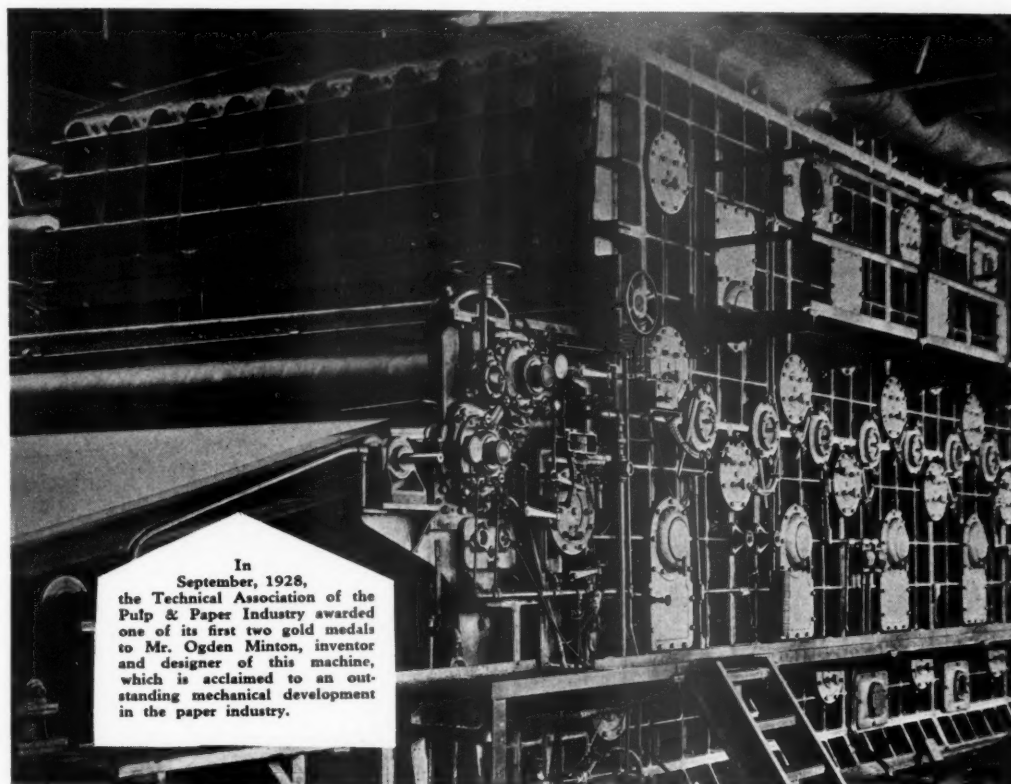
APPLETON WOOLEN MILLS, Appleton, Wis.

AMERICAN WRINGER CO., INC., Woonsocket, R. I.

and Farnham, Quebec

The MINTON VACUUM DRYER

Marks an advance in the paper making industry second
only to the advent of the Fourdrinier Paper Machine.



View showing 32-lb. newsprint paper entering dryer. Of the 7 paper machines operating in the mill, the MINTON VACUUM DRYER equipped machine, has much the lowest conversion cost.

It is more than a coincidence that MINTON VACUUM DRYERS have been purchased by paper makers who are leaders in their industry in their own particular field covering Newsprint paper, Tissue, Pulp, and certain other materials difficult to properly dry.

- One—Special VACUUM DRYER 144" wide.
- One—152" VACUUM DRYER for Newsprint paper.
- One—144" VACUUM DRYER for sulphate pulp—100 tons per day.
- One—VACUUM DRYER for the highest speed tissue machine.
- Two—234" VACUUM DRYERS for Newsprint paper.
- One—Special VACUUM DRYER for a material equivalent to a 25-point board.

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Minton Vacuum Dryer Co., (Canada), Ltd.

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Man of ability
with many years
experience as

General Superintendent

Desires connection
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or paper mill.
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Work Progresses at Camas

Preliminary work on the \$4,000,000 improvement program at the Camas, Wash., mill of the Crown Willamette Paper Co., was started last month. The initial step is the building of a bleach plant, pier holes for which have been sunk. Buildings on the site to be occupied by the bleach plant have been razed, and the company's electric railway line is being extended to serve the new unit. A construction office has been built on the ground and a crew from a Portland contracting office is actively on the job.

A six-inch water main leading to the mill from the company's privately-owned lake is being laid. Rebuilding of the woodroom is expected to get underway just as soon as highwater subsides.

A report is current that the new fourdrinier paper machine to be added will be the largest to be installed thus far on the Pacific Coast.

Company officials declined to discuss any phase of the improvement program, declaring that there would be nothing for publication for at least 60 days.

Begin Work On Rainier Addition

Work started in mid-June on a new addition for the Rainier Pulp & Paper Company's mill at Shelton, Wash., to house the fourth digester. The addition will follow the same high type of concrete construction as employed in the original unit. The addition will be 25x40 feet by 100 feet high. Chris Kupplers' Sons, contractors, who built the original mill, are building the addition. The Rainier mill began operations in June, 1927. It has a daily rated capacity of 135 tons of bleached sulphite.

Empire Sulphite Plant Progresses

Work on both the 75-ton sulphite plant, and sawmill under construction by the Sitka Spruce Pulp & Paper Co., at Empire, Oregon, is progressing nicely and the company expects to swing into operations within 60 days. All buildings will be completed this month, and installation of machinery now on the ground will follow rapidly. The remaining shipments of equipment are expected next month.

Work on the dock is scheduled for completion this month. The company is building the woodroom in the sawmill, which is directly connected with the pulp plant. Ample facilities for log storage are being provided.

C. McC. Johnson, who, with a group of business associates, is promoting the enterprise, was a Portland business visitor last month.

Alaska Surveys Continue

Surveys of Alaska pulp timber looking to the establishment of paper mills by the Zellerbach and the Cameron interests of San Francisco are being continued this summer under the direction of Don Meldrum. The party will explore the east shore of Admiralty Island and vicinity.

In the meantime another group is conducting water power studies for the same interests. Surveys have been made for potential power transmission lines in the vicinity of Speel River.

No official statements have yet been made regarding actual construction of the mills, two of which are contemplated, each to be of not less than 200 tons initial daily capacity, with provisions for enlargement, according to the agreement with the U. S. Forest Service under which the pulp timber was secured.

Goldberg Silent On Board Mill

Although the city of Portland has formally vacated a part of the street at the foot of Harrison in favor of Goldberg brothers of the Federal Paper & Board Mills, I. Goldberg, secretary of the company, declined to make a public announcement regarding plans for improving the site with a board mill, when asked for early this month. The matter had been before the city council for several weeks, and an ordinance looking to vacation of the site was passed last month.

Mr. Goldberg announced early in March that construction on the plant would be started within 60 days, following favorable action by the council on the petition.

The HOTEL CONGRESS

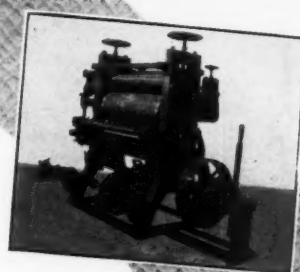
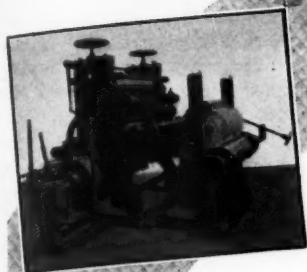
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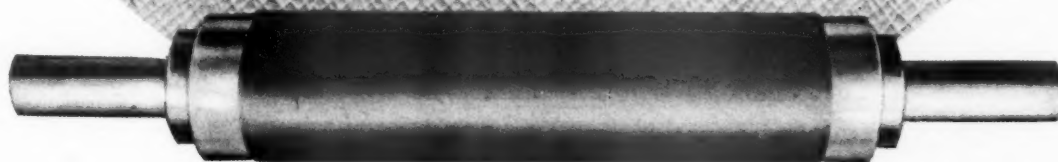
Waldron Machines and Rolls

The increasing importance of appearance and "feel" as a factor in promoting popular demand for paper products has naturally emphasized the demand for the highest quality embossing machines and rolls that are available. And the Waldron line completely meets these requirements.

Many years of specialized experience and research has enabled Waldron to perfect embossers that not only produce the most attractive effects but also meet every speed requirement even at all pressures. There's a Waldron Plain or Roller Bearing Embosser for every particular production problem.

Waldron engineers have frequently been able to recommend one machine that accomplished work which previously had required a number of machines. Perhaps there is a similar opportunity in your case. Consulting us puts you under no obligation.

22-page book on "Embossing" and Instruction Sheet on "How To Run In A Paper Roll" will be sent upon request.



In Upper Corner—Super Speed Embosser Capable of Operating at 400 ft. per minute.

Above—the Waldron Paper Roll—In Use Wherever High Quality Embossing and Economy in Roll Utilization Cost Are Necessary Requirements.

In Upper Corner—Three Roll Embosser for Producing Translucent Effects.

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Bright Future For B. C. in Paper

British Columbia offers the Canadian pulp and paper industry its only important outlet for future expansion, in the opinion of Edward Beck, secretary of the Canadian Pulp & Paper Association with headquarters at Montreal who visited the coast early in July.

"Ontario and Quebec are unable to support any additional large mills," said Mr. Beck, "and the same holds true of New Brunswick and Nova Scotia, where considerable new mill construction has been under way in recent years.

"The situation in British Columbia depends more upon the market than the possibilities of production. The pulpwood resources of this province are sufficient to support many large mills, but the markets must first be established if such development is to be considered worth while.

Expansion Justified

"Judging by the present progress being made by the coast mills, large-scale expansion during the next few years is amply justified, and recent rumors that large eastern interests are about to establish on the coast in a big way are based on the recognition of a definite and logical trend."

Mr. Beck is in an excellent position to appraise the pulp and paper situation at its true value for he has been intimately associated with the industry in Canada throughout the period of its greatest expansion.

"Conditions are now definitely improving in the newsprint field," Mr. Beck told a representative of PACIFIC PULP & PAPER INDUSTRY. "The general increase in demand has been surprising to leaders of the industry and extremely gratifying, for it is going to take us out of the realm of mystery and uncertainty. If present conditions continue we will soon pick up the slack which developed during the recent period of over-production and be on a thoroughly sound foundation for future progress.

"So far as Canada is concerned, one of the brightest signs has been the improvement in the United Kingdom market, which is taking twice as much newsprint from Canada as last year. British paper users are getting accustomed to the Canadian product and are showing a preference for it as compared with paper from the Scandinavian and other countries."

Timber Famine

Provision of ample safeguards for the future supply of pulpwood is, in Mr. Beck's view, the most serious problem affecting the industry today.

"Sooner or later," said Mr. Beck, "the big paper companies must realize the peril of timber depletion. I do not hold with Frank J. Barnjum and others in the rather alarmist view that the important pulpwood forests of Canada will be gone within six or seven years. Such a prospect would be a calamity in as much as more than half a billion dollars is invested in the industry and all this would be jeopardized if the six-year warning was an accurate one.

"Nevertheless the spectre of a timber famine is there and it will remain there just so long as the operators ignore the danger. Timber famine can be avoided and national necessity will force action in time to save the industry from disaster, but meanwhile the situation will continue to become more and more acute as our forests are cut down without consideration for the future.

"Sooner or later the pulp producing regions of this continent must adopt the scientific forest management systems that have saved the timber of Europe. They will have to see to it that only mature timber is cut, that slash is properly disposed of, the fire hazard reduced and the maximum use made of material that is now regarded as waste.

"But of course this is going to cost money and in the past newsprint companies have been in the position where they must obtain their pulpwood at the lowest possible price. This has meant, of course, that money could not be spent on work not regarded as absolutely essential such, for instance, as reforestation. Some companies have made experiments but when compared with the rate of pulpwood consumption the amount of reforestation in practice is insignificant. Something on a much broader scale will be necessary, and this may be one of the sequels to the conference recently called at Ottawa by Hon. Charles Stewart, minister of the interior. The conference was correct, I think, in determining that a thorough survey of the commercial forests of the country was necessary as a preliminary ground work for future conservation measures, whatever they may be.

"The cost of all this must in the end come out of the consumer's pocket. Until the consumer is willing to pay that increased price, effective reforestation must wait."

Mr. Beck scorns the suggestion, advanced in eastern Canada during the recent pulp and paper impasse, that the industry needed a czar.

"Competition is a natural human tendency and the only protection available to the consumer," said Mr. Beck. "To appoint an industrial dictator would be to eliminate that protection."

Rainier Shows Profit

Operating profit of \$684,274 and balance to surplus of \$486,607 is reported in a statement of the Rainier Pulp & Paper Co., for the fiscal year which ended April 30.

During 1929 plant improvements have been made and others are being made at present. An improved steam plant has been installed and a fourth digester and additional bleaching unit are being installed. Greater production with relatively lower costs will be effected, according to company officers. Benefits of improvements are said to be reflected in operating results of past several months, when net earnings of about \$62,500 have resulted with further increase in prospect.

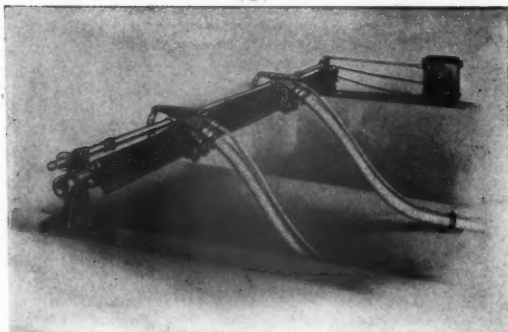
Following is the company statement for the fiscal year ended April 30.

	Actual	Adjusted
Gross profit	\$834,769	\$834,769
Operating expenses	150,495	150,495
Profits from operation	684,274	684,274
Interest earned, net	19,593	—
Interest and expenses on funded debt	162,171	—
Federal taxes	55,089	75,000
Balance to surplus	486,607	609,274

Electric Accident at Oregon City

A flash on a switchboard carrying 2300 volts at the Hawley Pulp & Paper Co. mills at Oregon City seriously burned Jack Coleman, foreman, on June 24. He was rushed to a hospital and at last reports his condition was reported as favorable.

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PACIFIC PULP & PAPER INDUSTRY

Pacific Coast Wood Pulp Exports

During the month of April, 1929, Washington exported a total of 1,321 tons of wood pulp valued at \$52,091. No pulp shipments were made from other Coast customs districts.

From Washington

Sulphite		
To Japan	972 tons	\$42,125
Other Wood Pulp		
To Italy	198 tons	\$ 9,121
To Canada	151 tons	\$ 845

News Print Production in May

Production in Canada during May, 1929, according to The News Print Service Bureau, amounted to 245,644 tons and shipments to 247,449 tons. Production in the United States was 123,504 tons and shipments 124,840 tons, making a total United States and Canadian news print production of 369,148 tons and shipments of 372,289 tons. During May, 21,569 tons of news print were made in Newfoundland and 1,720 tons in Mexico, so that the total North American production for the month amounted to 392,437 tons.

The Canadian mills produced 118,712 tons more in the first five months of 1929 than in the first five months

of 1928, which was an increase of 12%. The United States output was 14,904 tons or 2% less than for the first five months of 1928. Production in Newfoundland was 9,296 tons or 10% more in the first five months of 1929 than in 1928 and in Mexico 1,821 tons more, making a total increase of 114,925 tons or 7% over the same period in 1928.

During May the Canadian mills operated at 87.6% of rated capacity, United States mills at 81.5% and Newfoundland mills at 101.4%. Stock of news print paper at Canadian mills totalled 23,893 tons at the end of May and at United States mills 25,778 tons, making a combined total of 49,671 tons, which was equivalent to 3.1 days' average production.

NORTH AMERICAN PRODUCTION

	Canada	United States	Newfoundland	Mexico	Total
1929—May	245,644	123,504	21,569	1,720	392,437
Five Months	1,086,209	584,223	102,126	8,102	1,780,660
1928—Five Months	967,497	599,127	92,830	6,281	1,665,735
1927—Five Months	826,083	645,842	82,046	6,330	1,560,301
1926—Five Months	735,152	701,850	69,304	5,044	1,511,350
1925—Five Months	623,143	634,106	27,850	5,357	1,290,456
1924—Five Months	570,822	636,374	27,074	4,790	1,239,060
1923—Five Months	512,841	626,944	26,356	5,000	1,171,141

Kay Returns From Europe

Charles J. Kay, managing director of Columbia Paper Co., Vancouver, B. C., has returned from a two months' vacation trip to Europe.

PACIFIC COAST PULP IMPORTS—APRIL, 1929

	Pulpwood Dollars Cords	Mechanically Ground Pulp Dollars Tons	Bleached Sulphite Dollars Tons	Unbleached Sulphite Dollars Tons	Unbleached Sulphate Dollars Tons	Bleached Sulphate Dollars Tons
To SAN FRANCISCO—						
From Canada				1,254	118	
To WASHINGTON—						
From Canada	13,037	1,873	1,680	35	10,225	136
Total Pacific Coast	13,037	1,873	1,680	35	10,225	136
Total Pulp Imports—April, 1929—All Grades, \$24,107; 553 tons.						

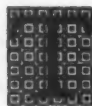
PACIFIC COAST PAPER IMPORTS—APRIL, 1929

	Newsprint Dollars Pounds	Printing Papers Dollars Pounds	Writing & Drawing Dollars Pounds	Greaseproof Dollars Pounds	Wrapping Dollars Pounds	All Other Paper Dollars
To LOS ANGELES—						
From Germany		336	344	45	87	789
From France				10	4	20
From United Kingdom				192	337	480
From China				21	10	1,721
From Japan						
From Scandinavia	11,653	477,902				
From Canada	15,850	505,014				
To SAN FRANCISCO—						
From Norway	263	6,594				717
From Sweden	73,571	2,615,195			283	6,940
From Canada	9,129	295,830				66
From Germany		4,134	9,885	613	3,134	2,891
From United Kingdom		4,062	1,789	504	1,116	1,561
From China		212	707	260	1,107	831
From France				123	125	21,353
From Japan				214	615	5,221
From Other European						723
To OREGON—						
From France				68	136	
From Japan				7	40	276
From Czechoslovakia		10	26			381
From Germany						5,728
From Belgium						102
From France						
To WASHINGTON—						
From Canada	346,151	10,592,314		46	172	1,304
From France				431	845	564
From Japan				68	90	2,000
From United Kingdom						197
From Germany						39
From Belgium						29
Total Pacific Coast	\$456,617	14,492,849	\$8,754	12,751	\$2,668	7,968
Total imports of all paper and products—April, 1929, \$515,329.					\$283	6,940
						\$47,007

"All Other Paper" includes all paper not classified independently above, as well as such semi paper products as paper mache, pulp board and manufactures from paper.

*Much of the news print entered in the Washington customs district from Canada is from British Columbia for interior distribution to points in the Mountain States and Southwestern United States.





HE wide experience and vision of the founders and executives have built the Crown-Willamette Paper Company and its related organizations to a dominant position in the Pacific Coast Pulp and Paper Industry.

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Paper and Pulp Industry in April, 1929

The total paper production in April, according to identical mill reports to the American Paper and Pulp Association, was 586,601 tons as compared with 578,035 tons in March and 529,755 tons in February. The April, 1929 production was 586,601 tons as against 537,760 tons in April, 1928, an increase of 9%. All grades excepting wrapping and hanging registered increases in monthly production over last year. Bag paper showed an increase of 37% over the April, 1928, production, while paperboard increased almost 13%, uncoated book 12%, tissue 12%, and felts and building 16%. The following grades registered production decreases in April, 1929, as against April, 1928: wrapping less than 1%, and hanging 21%.

Shipments of all grades, excepting hanging, showed an increase over April, 1928. The total shipments of all grades increased 10% above the total for April of last year.

Stocks on hand registered an increase as compared with March in all but newsprint, bag and wrapping grades. As compared with April, 1928, all grades, excepting paperboard, bag and hanging showed substantial decreases. The total stock on hand for all grades increased approximately 3% over March, 1929, and decreased about 3% from that of April, 1928.

Identical pulp mill reports for April, 1929, showed that the total production of all grades of pulp was about 5% greater than April, 1928. Mill consumption was 4% greater and shipments to the outside market 3% greater than during the corresponding month last year. April, 1929, production totaled 237,749 tons against 227,220 tons in March, and 202,792 tons in February.

Total stock on hand at the identical mills reporting, registered an increase of 11% as compared with the end of March, 1929, and a decrease of 7% as compared with

the end of April, 1928. All grades excepting groundwood, bleached sulphite, sulphate and soda, showed decreased in inventories at the end of April as compared with the end of March, 1929.

REPORT OF PAPER OPERATIONS IN IDENTICAL MILLS FOR THE MONTH OF APRIL, 1929

GRADE	Production Tons	Shipments Tons	Stocks on Hand— End of Month— Tons
Newsprint	118,679	121,548	27,102
Book—Uncoated	88,758	89,432	36,687
Paperboard	223,622	217,384	56,133
Wrapping	51,768	51,791	49,101
Bag	16,227	17,049	6,497
Writing	33,416	32,478	40,119
Tissue	13,164	12,378	9,676
Hanging	4,072	3,487	3,476
Felts and Building	7,278	7,216	1,308
Other Grades	29,617	28,776	18,743
Total—All Grades	586,601	581,539	248,842

REPORT OF WOOD PULP OPERATIONS IN IDENTICAL MILLS FOR THE MONTH OF APRIL, 1929

GRADE	Production Tons	Used During Month—Tons	Shipped During Month—Tons	Stocks on Hand— End of Month— Tons
Groundwood	105,327	90,379	2,519	104,516
Sulphite News Grade	38,395	36,817	2,569	7,715
Sulphite Bleached	27,154	24,666	2,380	2,659
Sulphite Easy Bleaching	3,151	3,102	89	703
Sulphite Mitscherlich	6,987	6,011	1,059	866
Sulphate Pulp	31,963	26,710	5,010	4,400
Soda Pulp	24,730	16,368	8,336	4,223
Pulp—Other Grades	42		60	20
Total—All Grades	237,749	204,053	22,022	125,102

IMPORTS OF PULP WOOD AND WOOD PULP INTO THE UNITED STATES BY COUNTRIES
MARCH, 1929

Compiled by the U. S. Department of Commerce Bureau of Foreign and Domestic Commerce
(Figures Subject to Revision.)

COUNTRIES—	PULP WOOD				PULP WOOD				PULP WOOD			
	Rough		Peeled		Rough		Peeled		Rough		Peeled	
	Cords	Dollars	Cords	Dollars	Cords	Dollars	Cords	Dollars	Cords	Dollars	Cords	Dollars
Soviet Russia in												
Europe	51	576										
Canada	16,807	130,857	131	1,356	75,245	812,852	30,265	263,051	801	8,496		
Total	16,858	131,433	131	1,356	75,245	812,852	30,265	263,051	801	8,496		

COUNTRIES—	WOOD PULP				WOOD PULP				WOOD PULP			
	Mechanically Ground		Chemical Unbleached Sulphite		Chemical Bleached Sulphite		Chemical Unbleached Sulphate		Chemical Bleached Sulphate		All Other Wood Pulp	
	Tons	Dollars	Tons	Dollars	Tons	Dollars	Tons	Dollars	Tons	Dollars	Tons	Dollars
Austria					223	19,235						
Czechoslovakia			47	2,418	620	42,336						
Denmark					397	27,751						
Finland	533	12,378	4,462	159,755	73	3,941	814	41,652	77	5,453	5	1,493
France					1,192	91,690						
Germany			202	12,922								
Lithuania			29	1,497								
Norway	928	12,288	1,412	103,994	2,413	162,178	954	57,732				
Poland and Danzig							539	24,185				
Sweden	952	35,893	10,002	509,556	1,804	108,416	7,900	403,689				
United Kingdom			814	14,652								
Yugoslavia and Albania			386	16,272								
Canada	12,301	330,992	16,974	738,723	14,162	1,107,144	9,467	596,197	421	38,758	570	39,840
Total	14,714	391,551	34,328	1,559,789	20,884	1,558,691	19,674	1,123,455	498	44,211	575	41,333

Total imports of all grades of pulp for March, 1929—90,673 cords—\$4,719,030.

Roy G. Campbell passed through the Pacific Northwest about the middle of June on his way to San Fran-

cisco and other California points. He is from the Chicago office of the Butler Paper Corp.

Denver Mill Bids Await Decision

At the eighth sale of the Colorado Pulp & Paper Co., held in Denver early in June, a bid of \$288,000 was made by Max Bronstine and I. Rude for all the assets of the company excepting raw material and process of manufacture. Rude at present holds several thousands in bonds on the mill.

At this writing the bid has not been accepted by the court ordering the sale and it is doubtful if it will be, inasmuch as Judge Johnson has previously ordered a bid rejected because it was insufficient to clear up indebtedness of the firm. When the receivers sale was ordered by the court in the spring of 1928, \$300,00 was fixed as the upset price. Several sales were attempted since that time only one of which drew a bid and that for \$150,00. This was promptly rejected on the grounds stated above. It is considered that \$275,000 is required to clear up indebtedness. There are \$228,000 in bonds outstanding, \$20,000 in bond interest, \$10,000 in receivers certificates, \$5,000 in taxes and \$22,000 in other debts as liabilities of the company.

The mill has been under a receivership since August 1927. The receiver has demonstrated that a paper mill can be operated profitably in the Denver area and it is charged that differences of opinion between two opposing groups of stockholders are responsible for the tangled condition of affairs of the company. George W. Beck of Denver is receiver for the company.

SHIPMENTS OF OVERISSUE NEWSPAPERS

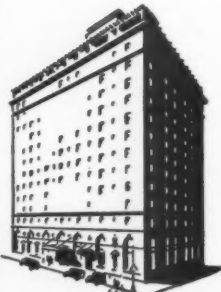
From Pacific Coast Customs Districts, April, 1929

From San Francisco			
Country of Destination—	Pounds	Dollars	
Central America	47,000	613	
China	607,880	6,770	
Orient	42,000	450	
Japan	239,960	2,640	
Philippines	60,000	660	
Oceania	9,000	129	
Total	1,005,840	11,262	
From Los Angeles			
China	2,476,962	29,102	
Philippines	1,180,600	12,962	
Orient	614,200	5,974	
Total	4,271,762	48,038	
From Washington			
China	10,080	144	
Japan	40,250	601	
Total	50,330	745	
Total Coast Shipment	5,327,932	60,045	

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A. J. Lewthwaite is making an extensive automobile trip with his family from his Portland offices to Southern California.

New Washington Hotel SEATTLE



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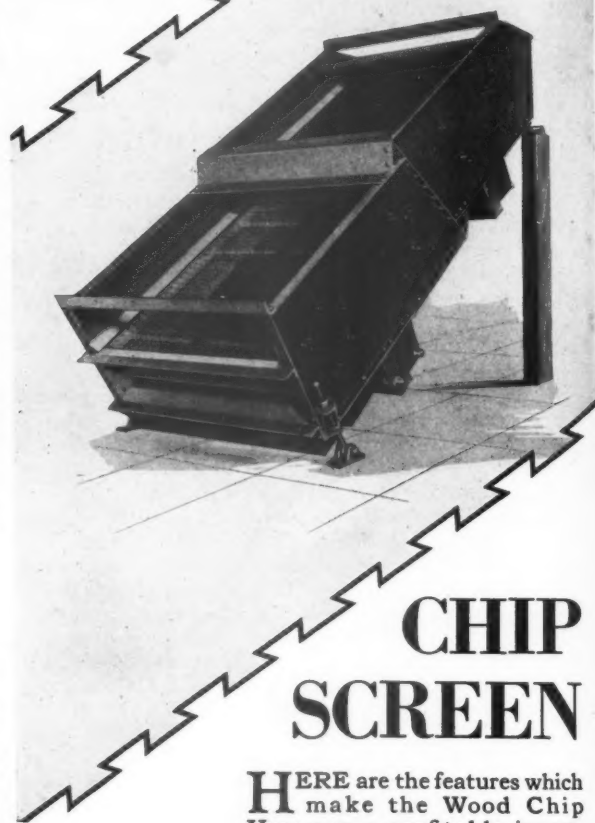
Excellent Food

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Everything"

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From \$3

SECOND at STEWART

HUM-MER Electric



CHIP SCREEN

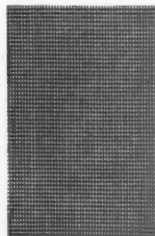
HERE are the features which make the Wood Chip Hum-mer a profitable investment for pulp and paper mills:

- Immense capacity!
- Thoroughly removes sawdust and fine particles!
- Small floor space required!
- Low power consumption!
- Fully adjustable screening angle and vibration!
- No lubrication!
- No destructive shaking of supports or buildings!
- No belts or pulleys!
- Trouble-free operation!

Write for Catalogue 54-P

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Manufacturers of
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Equipment



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CYLINDER
CORDUROY
WIRES



Engravers Visit Everett Mill

A group of employes from the Art Craft Engraving and Electrotpe Co. of Seattle visited the book paper mill of the Everett Pulp & Paper Co. on June 29 and were conducted through the plant to witness manufacturing operations. The Everett mill is frequently the host to groups from the printing and allied trades,

believing in making men of these professions better acquainted with the paper manufacturing process so that better understanding of paper uses will be fostered.

S. Chambers, formerly head paper maker at Powell River, B. C., is now with the Abitibi at Iroquois Falls, Ontario.

PACIFIC COAST EXPORTS—APRIL, 1929

	Newsprint		Printing		Writing		Greaseproof		Wrapping		Tissues	
	Pounds	Dollars	Pounds	Dollars	Pounds	Dollars	Pounds	Dollars	Pounds	Dollars	Pounds	Dollars
From LOS ANGELES—												
To Mexico	490	38	40	10	654	390			12,883	750	10,383	1,256
To Central America											176	23
From SAN FRANCISCO—												
To Central America	12,104	394	44,806	2,346	45,633	2,461			3,800	475	1,480	148
To China	181,414	6,702			768	398	1,510	402	3,295	328	13,944	1,341
To Oceania	230	20	60	29	20	7			1,365	127	579	52
To Philippines			18,000	1,833	1,129	229	336	58	51,036	2,187	1,775	351
To Canada			1,500	79	810	99					91	62
To Venezuela			4,849	231	7,547	405					62	11
To Japan			8,925	1,158	68	44			1,870	123		
To Europe									177	36	50	3
To Mexico									3,720	250		
To Australia					110	30			12,000	967	4,344	853
To Colombia					10,091	479						
To Orient					66	10					74	6
From OREGON—												
To Peru	9,331	287										
To Philippines	608,761	22,344			540,794	24,594	2,537	230	45,881	2,464		
To China	451,704	15,138			79,968	3,913			22,319	772		
To Europe									18,219	910		
To Japan					61,537	2,901			38,014	2,195		
To Orient					12,558	587						
To Australia					30,898	1,507						
From WASHINGTON—												
To Europe			2,961	200								
To Canada			65,035	4,300	8,239	734	945	726	8,525	703	3,493	346
To China			573,298	34,396	415	90					823	84
To Philippines			352,052	20,764							2,500	215
Pacific Coast Total	1,264,034	44,923	1,071,506	65,346	801,305	38,878	5,328	1,416	223,104	12,287	39,774	4,751

	Board		Building		Boxes & Cartons		Paper Bags		Converted Paper Products		Miscellaneous Paper & Prod.	
	Pounds	Dollars	Pounds	Dollars	Pounds	Dollars	Pounds	Dollars	Pounds	Dollars	Pounds	Dollars
From LOS ANGELES—												
To China	2,088	339										288
To Mexico			3,718	139	1,075	125	941	101	832	413	1,366	
To Japan			40,730	1,156								48
To Australia			189,648	5,303								110
To Central America							600	61				750
To Philippines												80
To Orient												100
To Colombia												196
From SAN FRANCISCO—												
To Canada	7,352	642			20	5						2,048
To China	100,460	2,512	28,058	1,119	390	13	2,116	242	1,770	298	475	
To Philippines	32,672	1,087	7,351	240	210	20			579	263	3,710	
To Australia	226,013	8,184	120,067	4,203	20	3	13,939	879	405	174	21,273	
To Central America	12,685	3,924					4,322	283	338	200	151	
To Orient	23,547	911	55,343	1,754	611	318			32	10	462	
To Chile			15,250	496	960	198						
To Peru			5,000	105								
To Japan			52,100	1,666								1,152
To Oceania			515	12	1,870	197	1,235	202	227	51	20	
To Europe												
To South America							5,369	444				
To Colombia									1,273	809	40	
From OREGON—												
To China	1,120,176	23,714										
To Philippines	31,400	741					29,819	1,535				
To Peru							3,866	194				
From WASHINGTON—												
To Canada	180,918	7,177			1,523	326	183	19	2,542	950	5,740	
To Orient					32	5						
To China					1,244	258						50
To Japan					24	1			15,665	2,284	186	
To Philippines					30	5			52	24		
To Australia									13	9		
Pacific Coast Total	1,737,311	49,231	517,780	16,193	8,009	1,474	62,410	3,960	23,728	5,485	38,245	

Total all paper exports for month of April, 1929, 2,377 tons \$282,189

Total all paper exports for month of March, 1929, 2,014 tons 230,604

Total all paper exports for first four months, 1929, 12,864 tons \$1,276,695

CLASSIFICATIONS—For convenience of presentation, some classifications have been combined, as follows: "printing," includes book (not coated), cover and surface coated paper; "greaseproof" includes water-proof; "tissues" includes crepe, tissue, paper towels, napkins and toilet; "board" includes boxboard, bristol, bristolboard and other paper board and strawboard; "building" includes sheathing, and other building paper; "writing" includes fancy paperettes and other writing; "converted paper products" includes envelopes, cash register rolls, index file and other office

forms; "miscellaneous" includes blotters, paper hangings, vulcanized fibre sheets, strips, rods and tubes, manufactures of vulcanized fibre and other paper products. COUNTRIES—Under the classification "Central America" are included all of the Central American countries and Cuba. "South America" includes only the following South American countries: Ecuador, Paraguay, Bolivia, Uruguay, and the Guianas; other South American countries are classified separately. "Orient" includes all the Asiatic countries with the exception of China and Japan, which are separately classified. New Zealand is included under "Australia."

Report Progress On Coast Mill Association

Pacific Coast mill men and representatives of Eastern mills selling on the Coast may get together at San Francisco early in August to talk over the proposed Pacific Coast mill association first suggested at the meeting of the Pacific States Paper Trade Association annual meeting at Del Monte last May. G. W. Ticoulet, who acted as secretary of the preliminary Del Monte meeting, reports that every Coast mill has reacted favorably to the Coast association suggestion. Not all of the Eastern mills had been heard from at this writing.

First objects of the association, according to Mr. Ticoulet, will be formation of trade practices, standardization, etc. It is proposed to work closely with the American Paper & Pulp Association, the National Kraft Manufacturers Association, the National Sulphite Association, the National Bag Association and the National Tissue Association and other bodies.

Chipper Plant For Reedsport Mill

Tentative plans for the addition of a chipper plant to the Winchester Bay Lumber Company's sawmill at Reedsport, Oregon, are under consideration, according to a well-authenticated report. Installation of this department would probably follow the electrification program being carried out at the mill, it was said. Russell J. Hubbard, vice-president of the company, could not be reached for a statement.

The company recently announced plans for a 60-ton bleached sulphite pulp mill in connection with the sawmill. Construction was to have started early this month, but plans were held in abeyance following the death of John Kiernan, president of the company, last March.

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Steam is not put directly into the digester, but circulates through a series of seamless steel pipes. Therefore *no dilution*—black liquor actually increases in density and capacity of the recovery plant is stepped up. Pressure is brought up rapidly, followed closely by temperature: Liquor is forced through the heater and spread uniformly through the digester every ten or fifteen minutes. *Uniformity*. No over-cooking—no undercooking.

This produces bigger yield from the wood—a stronger, better quality pulp—and reduces quantity of chemicals used. As cooking time is reduced, the capacity is increased. Undiluted, the steam condensate is pumped directly back to the boilers—another big economy.

Savings effected by the use of this system pay for the installation in an astonishingly short time. Its advantages are so great that the initial cost is hardly a consideration.

Slab Barking With U-BAR Drums in the Union Bag and Paper Company

Slab barking in the Union Bag and Paper Company with U-BAR Drums is a very real success. And no matter how strict the requirements are for CLEAN pulp, the U-BAR Slab Barking method meets them.

Built to fit the job—Big Production results from the special design and its continuation is insured by rugged dependable construction. The specially designed U-BARS of high carbon steel are securely riveted to heavy ship channel rings—thus effective, clean barking.

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Handles refuse Bark from the U-BAR Drums. Reduces water in bark to 55%—almost natural water content. Turns bark disposal problem into a steam generating asset. Strong, rugged construction. Simple operation. A machine of far-reaching economy, as all users enthusiastically testify.

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